
JEAN-LAURENT POULIOT

Jean-Laurent Pouliot, Managing Director and Senior Production Officer at Arbor Realty Trust, is recognized for capital markets innovation and regulatory insight. He spearheaded the development and launch of Arbor's Proprietary Preferred Equity product behind Freddie Mac Conventional Loans — an industry-first solution that allows simultaneous senior debt and preferred equity origination. This program has transformed multifamily deal structures in today's capital-constrained environment. Pouliot is responsible for agency loan production and guides sales and agency teams to deliver creative lending solutions and facilitate industry education. He is also active in mentorship through Arbor's Summer Internship Program and Project Destined, and leads social responsibility initiatives, such as a recent partnership with Fannie Mae supporting the Massachusetts Coalition for the Homeless. Pouliot's impact is shown in product innovation, educational outreach, and community service.

