

ADVICE TO WOMEN STARTING A CAREER

compiled by elizabeth SCHMITT



ANNE RYAN
COLDWELL BANKER GUNDAKER
9651 CLAYTON ROAD, 993-8000, CBGUNDAKER.COM

It is important to make yourself available and be dedicated to success. Take advantage of all the training courses that are available, participate in phone duty and go into the office every day. This will give you an overall feel for how the process works.



KIM CARNEY
COLDWELL BANKER PREMIER GROUP
2203 S. BIG BEND BLVD., STE. 200, 336-1924,
THECARNEYTEAM.COM

Going above and beyond will result in repeat clients and referrals. With hard work, persistence and by learning from top agents, real estate can be an opportunity filled with endless possibilities. Ultimately, you get out what you put in.



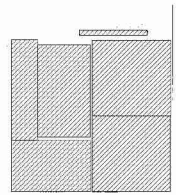
REBECCA WILSON
COLLEGE NANNIES & TUTORS
5988 MID RIVERS MALL DRIVE, STE. 231A, 636-926-2681,
COLLEGENANNIES.COM, COLLEGETUTORS.COM

I would recommend selecting a field that fits your personal interests and family lifestyle. Your communication skills are valuable when working with employees, vendors and especially clients. Value all relationships; it is critical to build business relationships through good networking.



ANN FARWELL
GLADYS MANION INC.
8227 MARYLAND AVE., 721-4755, GLADYSMANION.COM

Women starting out in real estate should schedule time for themselves as well as for friends and family. They will be more capable of handling the stress of working seven days a week—it's all about balance.





ANN WROTH
GLADYS MANION INC.

8227 MARYLAND AVE., 721-4755, GLADYSMANION.COM

Any career you choose must be your passion. Be prepared to be very patient and persistent should you choose to pursue a career in the real estate industry.



SUSAN HAIS
HAIS, HAIS, GOLDBERGER & COYNE P.C.

222 S. CENTRAL AVE., STE. 600, 862-1300, HHGC-LAW.COM

Work hard, play by the rules, follow your conscience in all that you do and always keep your word. Never surrender to bullies.



LINDA LOEWENSTEIN
THE LAWRENCE GROUP

319 N. FOURTH ST., STE. 1000, 231-5700

Learn as much as possible about sales and marketing. Every business begins with sales; understand your unique brand proposition and how to best communicate that to your clients—it's essential to growing a business.



MEG MEYER
MEKA BOUTIQUE

1634 CLARKSON ROAD, 636-536-6300, MEKABOUTIQUE.COM

Find the perfect location for the price points you plan to have—location is key—and offer unique styles. Hire a consultant to help with the budget and buying aspect. Give each of your customers the best buying experience possible so they are anxious to come back. And finally, have fun.



ELLEN REID
REID CASE GROUP

863-7515, REIDCASEGROUP.COM

Take a fun and fearless approach to your business; it's OK to take a risk in people and projects you believe in. Not every deal is the same, but each one requires hard work and some risk. And hopefully in the end, you've had some fun.



PATRICIA SHIPLEY
ROSSMAN SCHOOL

12660 CONWAY ROAD, 434-5877, ROSSMANSCHOOL.ORG

Any woman starting in the field of education needs to be dedicated to making a difference. Get to know each child on a personal level and focus on instilling character along with knowledge.



PAULETTE FRIEDMAN
SPECIAL OCCASIONS BY PAULETTE & TEDDY

9712 CLAYTON ROAD, 997-3300, SPECIALOCCASIONSSTL.COM

Developing a keen fashion sense will allow you to provide your clients with products that exemplify elegance, grace and style. Customer service is key—you should be caring and offer clients your assistance throughout the entire process of preparing for their special event.



AMY HOOVER
UPSCALE RESALE BOUTIQUE

10042 MANCHESTER ROAD, 821-8161,
UPSCALERESALEBOUTIQUE.COM

Little things can have the largest impact. A hand-written note or a small token of gratitude can show clients that you value their loyalty. Take time to offer sincere customer service with a personal touch—your business will thrive, and you will make a few friends along the way.