

Agent Snapshot



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What was your first job in the realty industry?

When I first began I was a rental agent for new construction high-rises.

What is your favorite free-time activity?

Biking, yoga, traveling and almost anything with my family

How did you learn the business?

Part of sales is innate, and part is learning cues from listening.

What was your most difficult sale, and how did you succeed?

Divorce situations continue to be the most difficult. I never want to take sides; I have to remain impartial. Having been divorced, I understand that it is difficult for everyone. Generally, the standard of living is going to go down for both parties and coupled with the emotional issues, it can be heartbreaking.

What was your worst job, and what did you learn from it?

As an attorney, I had just completed four years of night school, passed the bar, and was gainfully employed at a terrific law firm when I realized I did not want to be sitting in an office all day.

Where do you go to network and meet new clients?

Everywhere- most people are interested in real estate.

What has been your greatest accomplishment?

My father used to always say that if you're really great, people will figure it out on their own, so it's hard for me to talk about my accomplishments.

What is your favorite restaurant?

I have many favorites, like Le Colonial, Jane's and Riccardo Trattoria.

Architecturally speaking, what is your favorite building in Chicago?

It's way too hard to pick a favorite. Chicago has the most amazing array of buildings, and our skyline, with its diversity, is second to none.

BlackBerry, Palm or paper?

Paper first, but I do depend on my iPhone for e-mails when I can't be in the office.

What is your favorite city after Chicago?

It is a far second, but Atlanta because my daughter goes to Emory University.

What is your personal motto?

Attitude is everything!

What is your advice for someone new to the industry?

Work hard, commit to your clients, live with integrity and success will follow.

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