

# Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER IN THE WORLD

## Maria Tilaro Higgins Senior Counsel Hecht Development



Maria Tilaro Higgins

Name: Maria Tilaro Higgins  
Title: Senior Counsel  
Company: Hecht Development  
Location: Concord, Mass.  
Birthplace: Kingston, N.Y.  
Family: Husband, Ted and three children  
College: St. Lawrence University, B.A.; Boston University School of Law, J.D.  
First job unrelated to your current field: Retail  
First job in real estate or allied field: Summer associate, Posternak, Blankstein & Lund  
What do you do now and what are you planning for the future: Acquiring and developing retail sites, expanding to other properties with creative potential  
Hobbies: Tennis, spinning, design, reading  
Favorite book: "Gift from the Sea"  
Favorite movie: "The Sound of Music"  
Key to success: See the big picture but follow up on the details  
If you had to choose another vocation what would it be? Program director at Martha Stewart Living Radio