



CELEBRATING  
55 YEARS

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## Professional Profile: Laura Stevens 2013

June 20, 2013 - Connecticut

Name: Laura Stevens

Title: Operating Principal

Company: Keller Williams Realty - Pioneer Valley offices

Location: Longmeadow, Agawam and Northampton MA

Place of birth: Springfield MA

Family: Recently widowed from my husband of 35 years, 2 adult children, both married, 4 grandchildren

College: Although I attended the Fashion Institute of Design and Merchandising in Los Angeles, I did not complete college.

First job unrelated to your current field: Construction salesperson

First job in current field: Real estate salesperson

What your firm does now and its plans for the future? We are a brokerage firm that specializes in training and education for our associates. We plan on expanding into Northeast Connecticut with new associates and are always on the lookout for growth opportunities.

Hobbies: Reading, gardening and decorating

Favorite novel: I read so many books that I rarely remember them. Any of the classics would be favorites. Currently I am waiting for my niece's first novel to be released... The Red Queen. It is her debut novel and I can't wait to read it.

Favorite film: "Pretty Woman"

Keys to success: Do what you love and the money will follow. Give more than what is expected. Be honest and sincere and always come from a place of contribution.

Person(s) you most admire (outside of family): My first real estate mentor, Tofie George, and the president of Keller Williams International, Mark Willis.

If you had to choose a different profession, what would it be? I cannot imagine NOT being able to do this, but if I had to change professions, I would probably be a builder.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540