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## **NEWiRE president's message: Learning never ends**

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Continuing education can take many forms. One that should not be overlooked is the advice and wisdom that those who have gone before us can offer. By sharing their experiences, seasoned professionals can pave the way for future leaders. That's how we develop as a society and as individuals. At NEWiRE, we strive to do just that through our Women of Legacy series.

Each year, the president of NEWiRE handpicks four executive level women in the commercial real estate industry to host individual luncheons throughout the year and share their stories. These events provide a small, intimate setting for a dozen or so members to gather and discuss topics that affect them. The luncheons culminate in an annual panel comprised of the four hosts who share their stories and insights with the membership at large.

The most recent and 4th annual Women of Legacy panel took place on February 4th. It included Kristin Blount, senior vice president, partner, Colliers International.; Polly Bryson, partner, Terra Nova Partners, LLC; Lisa Goodheart, partner, Sugarman, Rogers, Barshak & Cohen, P.C.; and Ellen Watts, principal, Architerra Inc. Panelists were asked to share their insights and experiences on a number of topics. Here are some outtakes from the evening:

On learning from mistakes...

"I've had seven jobs and now own my own business," said Watts. "I found out late that I'm an entrepreneur. You've got to be resilient and learn to view failure as opportunity for growth."

On what defines success...

"Positive people get further," said Blount. "Surround yourself with other positive people. They will carry you through hard times and cheer you on in good times. Stay motivated to succeed."

On networking...

"If you don't have a network, you're lost," said Bryson. "Back in the 80s, we didn't have a network. Now we do, and I recommend expanding that circle of contacts even beyond the Real Estate world."

On sponsoring vs. mentoring...

"Sponsors go to bat for you; they put their own capital on the line," said Goodheart. "That is why you need to take care of your reputation. Cultivate it."

Some common themes throughout the evening at this year's Women of Legacy panel were resiliency, balance, drive, and integrity. It was an inspiring event and we are already looking forward to next year's panel to see how things continue to evolve. These are exciting times and women in commercial real estate have more and more opportunities available to them.

Generally speaking, a legacy is something handed down from the past. However, we are all pioneers. Each one of us brings valuable knowledge and experience to the table simply by working in the commercial real estate industry every day and by being part of NEWiRE. I encourage everyone to utilize the Women of Legacy series as both an opportunity to learn and to teach.

To learn more about NEWiRE and upcoming events visit [www.newire.org](http://www.newire.org), find us on LinkedIn, or

follow us on Twitter @NEWiREBoston.

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