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Butler of Above All Else gives advice to women starting out in commercial real estate

June 19, 2014 - Connecticut

Name: Nancy Butler

Title: National Professional Speaker, Business Coach, Author

Company/firm: Above All Else, Success in Life and Business

Years with company/firm: 7

Years in field: 33+

Years in real estate industry: 12

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How do you contribute to your company and/or the industry?

I contribute to the industry in many ways. As a national, professional speaker I help businesses and individuals improve performance and build success while leaving audiences energized, educated and excited about their future. As a business coach I help businesses do a better job for their clients while improving their bottom line and help individuals live more successful, fulfilling lives. As the author of my new book, "A Realtor's Guide to Greater Success, Above and Beyond the Competition" I provide real estate professionals another way to gain the knowledge they need to be more successful.

What advice would you give to women just starting out in commercial real estate?

Have a written business plan. When you put your personal business plan in writing it is much more likely to come to fruition. Start by writing down why you are in the real estate business, what you like about it and what you expect from it. Some of the other areas to be sure to include are your marketing plan, model week, income and expenses, and your one, three and five year projections. It is important to review your plan at least quarterly to make sure you remain on track and to make any needed adjustments to the plan.

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