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## **Women in Real Estate: Shirley Harpool of Shirley Harpool Commercial Real Estate Service, LLC**

June 18, 2015 - Connecticut

Years with company/firm? Two Companies: Varnum/Armstrong/Deeter LLC - KS: 17 years to present; Shirley Harpool Commercial Real Estate Service, LLC - CT is 2+ years

Years in Field: 19+

Years in Real Estate Industry: 19+ years

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Real Estate Organizations/Affiliations: CT CCIM, CCIM Institute, CCIM Foundation, CT CREW, Crew Network

How do you use social media to promote yourself and/or the company/firm? LinkedIn and Institute Website.

If you could choose one thing differently when you first started, what would it be? I wouldn't. Experience is a good teacher. I appreciate the lessons learned.

What advice would you give women just starting out in Commercial Real Estate? Get a CCIM Designation before you get too busy and continue learning. Have a vision of what you can achieve!

During the last 5 years of your career, which professional accomplishment, honor, or achievement has meant the most to you and why? My most recent deal: A CVS land sublease: This deal meant a lot because of how the team of experts (two CVS Corp Real Estate Managers; one CVS attorney from Manhattan; one CVS attorney from Boston; my client and his attorney, the mortgage broker who secured bondholder approval and myself) over came many unusual obstacles by problem solving together - never giving up! Thinking of this team and this deal inspires me not to give up!

When was the first time you realized that you were meant to be in the CRE Industry? After I was invited to KC by Midwest Developer and took courses for real estate sales license. Doing it was even more fun!

What are 3 words that describe your company atmosphere? Exciting, professional and fun.

When you think of the CRE Industry, what are 3 words that come to mind? Clients come first!

What are 3 things you will try doing or accomplishing in the next 10 years? Work with my clients to find and acquire the best locations or properties and get the best sale price or lease agreement for their excess properties.

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