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## Women in Real Estate: Heather Phillips of Hallkeen Management

June 18, 2015 - Connecticut

Years with company/firm: 11 years- HallKeen Management

Years in Field: 19 years

Years in Real Estate Industry: 19 years

Telephone: 203-797-1919

Email: [hphillips@hallkeen.com](mailto:hphillips@hallkeen.com)

Real Estate Organizations/Affiliations: Institute of Real Estate Management, CT Chapter 59, Secretary; National Center of Real Estate Management; CT Real Estate License #0790336, Rental Housing Association

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

LinkedIn <https://www.linkedin.com/profile/view?id=110570378&trk=hp-identity-photo>; Facebook

<https://www.facebook.com/HallKeenManagement?fref=ts>; Website -<http://www.hallkeen.com/about>

If you could choose one thing differently when you first started, what would it be? I would have taken more courses in college to prepare for the financial aspect of property management; accounting, budgeting.

What advice would you give women just starting out in Commercial Real Estate? Learn all that you can regarding property maintenance, building systems and components. It is always nice to surprise people with knowledge how a building runs and the best way to maintain the asset.

During the last 5 years of your career, which professional accomplishment, honor, or achievement has meant the most to you and why? I am most proud of a 2.2 million dollar rehab of 200 units in Stamford, CT. This construction project was completed with residents in place and relocated out of their units for 3 weeks. At the end of construction there were over 40 units vacant and we were able to lease up by the deadlines required by our investors. This was one of the largest projects I have worked on. It was very rewarding to have it completed on time and to be able to offer the residents beautiful new units.

When was the first time you realized that you were meant to be in the CRE Industry? I have always felt satisfaction when residents move onto properties and are thankful for their new home. I take pride in providing affordable housing that is run as high-end market units.

What are 3 words that describe your company atmosphere? Integrity, Supportive, Rewarding

When you think of the CRE Industry, what are 3 words that come to mind? Revenue, growth, investment

What are 3 things you will try doing or accomplishing in the next 10 years? Obtain my CPM designation through IREM, obtain additional properties to oversee in my region, start the path of getting my CT Broker's license.