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## **2017 Women in Real Estate Spotlight - Julie Ann Schultz**

September 29, 2017 - Spotlights

Julie Ann Schultz  
CREW Boston chapter director  
Managing Legal Director of Leasing  
New England Development

How do you play your strengths to your advantage in your career: My principal strength is my organizational skills. The ability to absorb large amounts of information and keep it organized in a logistical manner is crucial to completing projects on time and makes me an asset to the success of a project. My organizational skills also provide me with the ability to seamlessly coordinate the work of internal and external teams and ensures the process moves smoothly.

What recent honor, achievement or recognition has meant the most to you and why: Winning the 2017 Esprit de Coeur Award at the annual CREW Boston Achievement Awards this past April was exceptionally important to me. During my speech, I shared that I nominated myself for the Award and challenged other women to seek attention for an achievement. I did not expect my acceptance speech to be as well received as it was, and it has been gratifying to still hear the buzz about my speech these many months later.

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