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55 YEARS

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## **2017 Women in Real Estate Spotlight - Rebecca Sullivan**

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How have you navigated obstacles to achieve success in your career: Some of the best advice given to me was to present solutions, not problems. I focus on identifying solutions to problems, which helps me navigate through obstacles. I believe it is important to have the necessary personal infrastructure in place to handle problems as they arise. This includes developing an effective time management system, maintaining a strong knowledge base, and being able to prioritize and produce high-quality work. Finally, it is vital to strategize, anticipate what's next, and prepare to answer before being asked. It's not an obstacle if you are ahead of it.

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