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## 2017 Women in Real Estate Spotlight - Karen LaFond

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Karen LaFond  
Attorney  
Fletcher Tilton PC

Years in real estate: 15

What real estate associations or organizations are you a member of: Worcester County Bar Association and Massachusetts Bankers Association

How have you navigated obstacles to achieve success in your career: By nature, transactional lawyers do not represent the public image that most would consider to be a “successful lawyer.” We often toil for endless hours out of the public view with the sole reward of completing a transaction and the self-satisfaction that goes along with quietly achieving the client’s objectives. Over the past 10 years of my career, I have been involved in over \$500 million worth of transactions that have ranged from large publicly-financed redevelopment projects to helping young entrepreneurs start their first business venture.

What do you do for fun: I am an avid golfer and also enjoy spending my free time gardening, cooking and a variety of outdoor activities.

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