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## **2017 Women in Real Estate Spotlight - Patrice Leonard**

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Patrice Leonard  
Senior Vice President of Operations  
Housing Management Resources, Inc.

Years in real estate: 36

What real estate associations or organizations are you a member of: IREM and CHAPA

How have you navigated obstacles to achieve success in your career: Property management has a way of consuming us because it matters. It matters to the people that work diligently every day to make the property run smoothly and to the families that depend on us to provide a home. I understand the intense commitment property management professionals have to get it right, but it is important to allow people the room to make mistakes as often those times are the best opportunities to learn and grow. I believe an environment of open trust and transparency is the most effective way to navigate through any obstacle we may encounter.

How do you play your strengths to your advantage in your career: Communication is key in my workflow and best practices. My strength comes from my tendency to over communicate although at times it may be said I'm somewhat louder than necessary. People always know what I think and I believe this helps people understand clearly the goals and timelines of important tasks. Working together in an environment that promotes true communication has served me well in my career and continues to build open honest relationships.

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