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2017 Women in Real Estate Spotlight - Kelley Hannon

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Kelley Hannon
Association Executive
IREM Boston 4 and Conn. 51

Years in real estate: 26

What real estate associations or organizations are you a member of: IREM Boston 4 and IREM Connecticut 51 and real estate broker, Consumer Choice Realty Advisors Inc.

How have you navigated obstacles to achieve success in your career: When I was offered the position as the IREM association executive 18 years ago, I knew it would be challenging at times and a lot of hard work. I also knew that I would have to be dedicated, organized, enduring, motivated and extremely focused all the time. Working with 19 different chapter presidents and over 40 different executive board members you really need to be diversified. My team over the past 18 years has allowed me grow as a professional executive and as a person. I have met the most amazing people over these past years. "I would also call them my second family". I believe if you listen to what really matters, understand the needs and wants of the members. You will succeed in your role and in return that would allow you to run a well-oiled machine.

How do you play your strengths to your advantage in your career: My strengths are I am very organized, motivated and dedicated to my job. I don't like to leave unfinished work for the next day. I believe if you keep focus and work hard the success will pay off. This will allow you to achieve all the necessary goals at hand.

What do you do for fun: Traveling, golf, skiing spending time with friends and family With that said! My all-time favorite thing to do is too spend quality time with my husband, children and eight amazing grandchildren

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