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## **2017 Women in Real Estate Spotlight - Laurie Pirie**

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Laurie Pirie  
Principal  
Pirie Associates Architects

Years in real estate: 30

What real estate associations or organizations are you a member of: AIA Conn., Conn. Main Street Center, Conn. Trust for Historic Preservation, Construction Institute, and CEDS Strategic Plan sub-committee.

How have you navigated obstacles to achieve success in your career: One of the most important tools I have worked to develop during my career is a flexible point of view. This means I strive to see what appears to be an obstacle, not as an obstacle, but as an opportunity to look at the issue from a different point of view. Shifting my point of view allows me to see what I cannot see if my mind is fixed and rigid. This mental flexibility allows me to adapt, and in adaptation, I can find a creative solution where none seem to exist.

What do you do for fun: Hike, golf, and take groups of people on journeys to ancient sites, like Teotihuacan or Oaxaca in Mexico, and Machu Picchu in Peru.

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