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2017 Women in Real Estate Spotlight - Faith Easter

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Faith Easter
Attorney
Fletcher Tilton PC

Years in real estate: 30+

What real estate associations or organizations are you a member of: Real Estate Bar Association for Mass., Mass. Bar Association, South Middlesex Bar Association, member of board of directors for Hopkinton Community Endowment, Inc., member of board of directors for Hopkinton Chamber of Commerce, former member of board of directors for Metrowest YMCA, former board of directors for Framingham History Center, and former trustee of Mass. Bar Foundation

How have you navigated obstacles to achieve success in your career: While many attorneys fancy themselves gladiators, for me, it is all about the client, and achieving a result that is a success for both parties. My clients are like family to me, and I spend a lot of time listening to their needs and ensuring that they are protected. However, I always treat fellow counsel with respect and listen to their needs and those of their clients as well. Ultimately, the best transactions are the ones where both parties walk away feeling good about the result. I maintain a positive and non-combative process for all parties in the transaction.

How do you play your strengths to your advantage in your career: I consider myself to be a “people person” – I’m passionate about the law and in the representation of clients, whether it be for the simple purchase and sale of a home, a complex franchise negotiation or loan.

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