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2017 Women in Real Estate Spotlight - Maria Hopkins

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Maria Hopkins
President/Owner
Maria Hopkins Associates

Years in real estate: 32

What real estate associations or organizations are you a member of? Member of Massachusetts Board of Real Estate Appraisers, Appraisal Institute, Worcester Economics Club, Wachusett Area Rotary, Worcester Regional Board of Realtors and Holden Area Chamber of Commerce.

How have you navigated obstacles to achieve success in your career? One of the most important things that I have to done to achieve success is networking. Communication and developing relationships is still the number one key to success. With everyone communicating more on computers and less face to face, it has become more challenging but that leads me to the second most important thing to remain successful and that is adapting to change. That's a tough one for such a graying profession but very necessary. I try and surround myself in my business with others that have different strengths and bring young people into the profession. Also I'm fortunate to have family also working with me which motivates me to continue working and never retire.

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