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## **2018 Women in Real Estate: Kate Howard, Colliers International | New Hampshire**

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Name: Kate Howard

Position: Director of Marketing

Company: Colliers International | New Hampshire

Years in real estate: 11

What are some of the benefits of being a mentor or having a mentor? Although we don't have a formal mentor program, I believe that our team approach naturally lends itself to fostering that type of relationship. I've been fortunate enough to learn from several well-established and well-respected brokers in our office, namely Jim DeStefano and Bob Rohrer.

What is the best advice you have received, and who was it from? Jim always used to say, "No pride of authorship here. All suggestions welcome." I've found that advice to be invaluable. Staying humble and inviting collaboration inspires people to work harder because they know their voice matters. As a senior employee at Colliers, I strive to practice this advice daily and be a resource and leader for newer brokers as well as our in-house team of marketing and research professionals.

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