



CELEBRATING  
55 YEARS

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## **2018 Women in Real Estate: Deborah Griffin, Nickerson Real Estate Partners**

September 28, 2018 - Spotlights

Name: Deborah Griffin

Title: Director of Operations

Company Name: Nickerson Real Estate Partners

Years in real estate: 16

What is the best advice you have received, and who was it from? The best advice I have received relative to my professional path is to be a high touch professional; be sure to follow up with each person that connects with you before the end of the day. Maintaining relationships and communication are key to making progress and overcome hurdles. Knowing there's a solid foundation to work upon is like properly setting the stage for a performance and being prepared in advance of needs. This to serves me well in aspects of my professional growth. From management, to leasing, to sales and working with developers and construction teams, setting expectations, communicating and providing feedback all become easier if good communication and contact are maintained.

Real estate associations or organizations you're a member of: Griffin is a member of the Urban Land Institute (ULI), the Urban Women's Leadership Institute (WLI), the South Shore Women's Council of Realtors, the South Shore Chamber of Commerce, the Greater Boston Real Estate Board, CREW which is formerly known as New England Women in Real Estate and the Community Associations Institute (CAI).

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540