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## 2019 Women in Real Estate: Jacqueline Maloney, Kaplan Construction

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Jacqueline Maloney

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Who was the best speaker you have seen at an event? I had the opportunity to hear Laura Fredricks speak at the 2018 Women in Construction conference in Washington, D.C. Her talk about the art of asking for what you want changed the way that I approach conversations and tough asks in both my personal and professional life. My biggest take away from her talk was that there is power in asking for what you want and being afraid of hearing a “no” shouldn’t stop you from asking; you won’t hear a “yes” if you don’t ask.

Who inspired you to join the CRE industry? The start of my interest in architecture and construction came when my dad designed and built our house when I was a young teenager. I was fortunate enough to watch my dad’s vision come to life and fell in love with the design and construction process. From this spark, I chose to pursue civil engineering in college and was mentored by amazing professors with backgrounds in building materials and construction management. Their passions ignited my own, and the rest is history.

What is your favorite motivational quote and who was it by? “A smooth sea never made a skilled sailor.” - Franklin D. Roosevelt

What is the best business book you have read and would recommend to others? The Power of Habit by Charles Duhigg is a fantastic read about the immense influence that habits have on all aspects our lives. The book explains how habits are formed and sustained, and provides a method for turning bad habits into good ones. Many anecdotal examples throughout the book show how individuals and businesses have leveraged habits to their advantage to become more competitive and better versions of themselves. I personally have turned around a few bad habits after having read this book and I recommend it to all.