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## 2019 Women in Real Estate: Hannah Pirez, Callahan Construction Managers

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Hannah Pirez

Assistant Project Manager

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What is your favorite motivational quote and who was it by? Dr. Seuss “Be who you are and say what you feel because those who mind don’t matter and those who matter don’t mind.” Although this quote is simple in text, the meaning can really help guide you through different situations professionally. You should never feel as though the person you are isn’t good enough, because more than likely the person making you feel that way is just a blip in life. When tough situations arise, I usually refer back to this quote and ask myself if the person matters. I use this quote to direct my internal compass.

What is the best business book you have read and would recommend to others? “How to Win Friends and Influence People” by Dale Carnegie. I would highly recommend this book to others. Although it was written in 1936, the ideals and lessons still apply today. Being a good person and how you treat others, I believe, is undervalued in the workplace. This is a great read that can be interpreted differently throughout your life. Every time you read it, you gain a different perspective and can challenge how you perceive yourself. The context of this book will never be obsolete, which I think is what makes it such a great read.

What is the best advice you have received, and who was it from? The best advice I received was on my first day of work. My senior project manager, who had been in the industry for 25 years, took me on a ride along where we discussed the different challenges of being a woman in the construction industry. She advised me that as women we have to be more careful about our perception in construction than men. She made it a point to always be cautious on how your tone or words could be interpreted. It is all about “knowing your audience”. Throughout my work experience I have found her advice invaluable.

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