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## **2020 Women Who Build Spotlight: Lee Ann Sullivan, Lion's Head Cost Consultants, Inc.**

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Lee Ann Sullivan, President at Lion's Head Cost Consultants, Inc.

How many years have you been in your current field? 40+ years

Which project, deal, or transaction was the "game changer" in the advancement of your career during the last 10 years? The real game changer for me was giving myself permission to take off the golden handcuffs of corporate employment. My skills as an estimator and pre-construction manager are critical to project planning. I knew that—and that my experience and industry connections were strong. I just needed a boost of bravery. I allowed myself to step out without the crutch of an employer's paycheck and have enjoyed great success in these last years running Lion's Head Cost Consultants.

What motivated you to step out on your own? The potential to integrate cutting edge technology with my 40 years of experience inspired me to start my firm, Lion's Head Cost Consultants, Inc. I love taking advantage of the advances in estimating and preconstruction software, take-off methods, 3D quantity extractions from Revit models, and database development. My tools help me serve a diverse group of clients, from CMs and architects to subcontractors and owners. I really enjoy the client interaction and handling all aspects of business.

What was your favorite job and what did you learn from it? My favorite job was actually a side job: Children's book author, under the pen name Lee Sullivan Hill. I learned to communicate clearly and with a sense of humor in 32 pages or less! The construction industry requires clearly defined scopes of work, estimate assumptions, and contract language. Skills honed as a children's book writer have served me well. Especially keeping a sense of humor!

What would you tell your daughter about entering this profession? My six year-old granddaughter already drew up plans for a backyard treehouse. She said she's getting a notebook to put the plans and the list of materials and tools we will need. Somehow she already understands the importance of a good design and organized preconstruction! If she chooses a career in architecture or construction, I will remind her to stay organized, be strong, and maintain her confidence. Aim high! And, most importantly, always do what she says she is going to do.