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56 YEARS

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## **2020 Year in Review: Charles Moniz, Ipswich Bay Glass Company, Inc.**

December 25, 2020 - Spotlights

Charles Moniz

Director of Sales and Marketing

Ipswich Bay Glass Company, Inc.

What was the most difficult part of working during the pandemic of 2020? I would say remote collaborating is the most difficult part of the current environment. Something is lost when design teams, contractors and owners meet remotely.

What aspects of working from home have you enjoyed most? More time with the family and home cooked lunches.

What was your greatest professional accomplishment or most notable project,

deal, or transaction in 2020? Keeping staff safe (and feeling safe) has been the single biggest challenge. Remaining productive and safe are our primary concerns.

What are your predictions for commercial real estate in 2021? As long as a vaccine comes online for the general public by mid-year, we will be back in a favorable economy.

What is the best advice you have received, and who was it from? Stay flexible has probably been the best advice I have heard. And I have heard this from several sources. I honestly think it will be the single largest lesson we take away from the pandemic. We need to always be ready to adapt.

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