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## **2022 Women in Commercial Real Estate: Kristina Esposito, Timberline Construction Corp.**

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Kristina Esposito  
Business Development Manager

Timberline Construction Corp.

What has been your biggest challenge and how have you faced it? The pandemic put a damper on networking and business development efforts. As an extrovert, one of the biggest challenges I faced was the lack of opportunities to socialize and connect in person, which was both difficult and limiting. I started with Timberline in December of 2020, a time when most people were still hesitant to venture out and there were no events. We got creative and had virtual meetings, but nothing beats face-to-face contact. I am optimistic that we are coming out of this and that everyone is eager to see each other in person again.

Are you part of any CRE organizations? How have they helped your professional development? I am part of industry organizations including IFMA and CoreNet, which have been instrumental in my professional development and expanding my network. One organization I am proud of is PLA! (Professional Ladies Association) which I co-founded 8 years ago. We hold several events, but a special partnership close to my heart is with the Ellie Fund, which helps MA-area women going through breast cancer treatment. We are hosting a benefit in October to help make a difference and I have found that with any organization if you put the time and energy into it, it gives back.

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