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## **2023 Women in Construction: Maureen Rystrom, J. Calnan & Associates**

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Maureen Rystrom  
Vice President of Marketing | Partner

What tips or advice would you offer to other women who are considering entering the construction industry?

I would give women getting into the industry the same advice I would give to anyone coming into it. In this industry, it's all about relationships. Be patient and take the time to develop meaningful relationships. These relationships can take months, even years, to build. Always be authentic and genuine in your approach. People want to do business with people they know and trust. Some of my closest friends started as business relationships that developed over time. You'll see it will be well worth the wait. Along those same lines, a mentor of mine also said, "You never want to need somebody you don't know." In other words, take the time now for a meeting, start a dialogue, and hear what someone has to offer. You never know when their services or offering will come in handy. At a minimum, you will have met a new person and learned something new.

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