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## **2023 Ones to Watch - Industry Leaders: David Goodhue of Colliers**

November 24, 2023 - Spotlights



David Goodhue  
Executive Managing Director | Market Leader

Colliers

3 skills that you use every day in your position: Thoughtful listening; Unbiased decision making; and Strategic visioning.

Best book, podcast, or app for aspiring leaders: Principles by Ray Dalio

Best advice for new leaders in 10 words or less: Be true to yourself

What recent project, transaction or accomplishment are you most proud of? Relocating Colliers to a brand new custom-designed office space at 100 Federal St.

What was one of your biggest challenges as a leader and how did you overcome it? Leading the company remotely throughout a large part of the pandemic was a great challenge: I believe that I managed Covid reasonably well by being clear that I understood that our people were struggling, this was normal, and that it was okay to ask me and their colleagues for help. I consistently reiterated this message and encouraged our people to support each other not only professionally, but also personally. We came together as a company each week on Zoom calls and on a daily basis at the department level. The consistent reiteration of this narrative along with being transparent and vulnerable myself, allowed us to not only become closer as a group, but also provide the best level of service to our clients.

What makes this nominee an Industry Leader? "Goody is a thoughtful, passionate and impactful leader who has a keen understanding of the day-to-day challenges of the business, while not losing sight of working towards bigger picture improvements for the company, its people and culture. A multi-dimensional resource who helps win business, think through problems and advance personal and professional growth." - Patrick Boyle, Vice President, Capital Markets at Colliers.