

Women in Anchin's Real Estate Group: Voices of Influence

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In honor of Women's History Month, we asked some of the talented women in Anchin's Real Estate group to share their wisdom. We hope that this piece will inspire reflection and provide a deeper understanding of the remarkable contributions made by the women at Anchin.

What is a motto or philosophy that you live by personally or professionally?



Erica Cohen: “Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful.” – Albert Schweitzer



Rebecca Long: A motto I live by personally and professionally is “What’s meant to be will always find its way.”



Sue Villarosa: Growing into this profession, I learned that listening is one of the key aspects of being an effective leader and industry professional. One of the philosophies I actively try to live by is “Listen with the intent to understand, not with the intent to reply.” Oftentimes in conversations, we’ve already formed our own conclusions, without even listening to the other party, and sometimes, even when we try to listen, it’s only half-baked. I often observe that this is the reason why a person starts talking while the other party is still speaking – it’s because we don’t listen properly. I’ve learned to be more deliberate in listening to other people.



Xiao Jing Fei: I always live by the motto to treat other people the way that I want to be treated myself, so I strive to achieve that both personally and professionally in my life.



Susan Jacobson: Cultivate a culture of mutual respect by embodying the principles of treating others with the same kindness and consideration that you value for yourself.



Shawna Thibault: A powerful philosophy to live by, both personally and professionally, is the principle of continuous improvement. Embracing the idea that there's always room to grow, learn, and evolve encourages a mindset of adaptability, resilience, and innovation. Whether facing challenges, pursuing personal goals, or navigating professional endeavors, the commitment to continuous improvement fosters a lifelong journey of self-discovery and success.



Jordan Venditto: “I didn’t know what I wanted to do, but I always knew the woman I wanted to be.” – Diane Von Furstenberg. Never let the little things weigh you down; focus on the journey toward becoming the person you’ve always aspired to be. Above all, enjoy the ride!

Who is your biggest role model?



Xiao Jing Fei: My greatest source of inspiration is my mother, who has selflessly made numerous personal sacrifices throughout her life to ensure that I enjoy the best opportunities. I am eternally grateful for her unwavering dedication.



Alisa Morozova: My inspiration is drawn from the Serbian tennis legend, Novak Djokovic. Not only does he exhibit exceptional athleticism, but he also excels academically, boasting proficiency in five languages. I admire him for his world-record Grand Slam titles, resilience in the face of criticism, commitment to mental health advocacy, and philanthropic endeavors through the Novak Djokovic Foundation, which supports underprivileged children. Furthermore, he stands out as one of the rare professional athletes following a gluten-free, meat-free diet.

What is your favorite book or thought leadership publication?



Rebecca Long: *Little Bee* by Chris Cleave



Sue Villarosa: My preferred non-fiction read is *Essentialism: The Disciplined Pursuit of Less*. The book delves into the art of making meaningful commitments to oneself by discerning and focusing solely on the essential, while shedding the superfluous, both in terms of activities and possessions. It's understanding that the satisfaction derived from our endeavors, be it in our careers, extracurricular pursuits, family time, etc., lies not in the quantity but in the quality of those experiences. The book provided me with a couple of the best sayings/mottoes I've learned over the years: "If it's not a heck yes, then it's a heck no. There's nothing in between." and "If you don't prioritize your life, someone else will."



Alisa Morozova: My favorite book is *War and Peace* by Leo Tolstoy. This book contrasts the chaos of war and power with the tranquility of peace and love. In my opinion, by seeing both violence and harmony, the book challenges us to consider the true costs and benefits of each.