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## **2017 Women in Building Services: Michele O'Connor, Langan**

October 17, 2017 - Spotlights

Name: Michele O'Connor

Title: Principal

Company Name: Langan

Years in real estate: 30

What real estate associations or organizations are you a member of? CREW New York (2017 president), Women Builders Council, NYBC Counsel of Industry Women, AIA New York, Urban Design Forum

How have you navigated obstacles to achieve success in your career?

Early in my career, I learned that flexibility and adaptability are vital to success. Flexibility allows you to be open to new ideas and curious about alternate paths to achieve goals. Similarly, when you can adapt quickly you have the ability to make prompt decisions with confidence... even without full knowledge or understanding of the prevailing challenges. My biggest success stories are derived from taking chances and confidently changing course when obstacles arise.

How do you play your strengths to your advantage in your career?

I developed many of my biggest strengths on the kindergarten playground—seriously. In my daily life, I make a conscious effort to listen, take chances, trust in others, focus on team building, respect those I interact with, and ask for assistance when it's needed. These strengths allow me to build deep professional relationships with my colleagues, clients, and peers.

I also think it's important to stay up-to-date on current trends in the industry.

What trends are you seeing so far this year?

Waterfront development throughout the five boroughs; a wide range of opportunities in the Bronx, particularly affordable housing projects.

What do you do for fun?

My newest hobby is painting. I especially enjoy painting landscapes inspired by recent trips I've taken.

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