



2017 Women in Building Services: Jessica Vail, The Falcon Group

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Name: Jessica Vail

Title: Director, Marketing & Business Development

Company Name: The Falcon Group

Years in real estate: 11

What real estate associations or organizations are you a member of? IFMA, BOMA, CAI

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

I have faced many challenges throughout the course of my career and the most important thing I have learned is that no matter what happens, you always have a choice. You might not have the ability to immediately change a situation or circumstance, but you can always change your attitude about it. When an issue at work arises, it is very important to have the ability to “pick your battles.” This means having the ability to prioritize and rationalize what you get upset about. It is also important to have the ability to stand up for yourself and what is right and other times being a bit more flexible and to take advice. I believe that having this mentality will better prepare someone for anything that comes their way. I also believe that perseverance is imperative to overcome any obstacle. Having the ability to stay persistent and consistent demonstrates loyalty and commitment.

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