



2019 Women in Real Estate: Mary Jeanne Egleston, HUB International Northeast

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Name: Mary Jeanne Egleston

Title: Executive Vice President

Company Name: HUB International Northeast

How do you hold your own in a negotiation?

Many people think to be a successful negotiator, you must be intimidating and inflexible. My strategy to negotiations is quite the opposite. My style is to be more cooperative and approachable. I find that those that I am dealing with want to do more to help me reach my goal because I am easy to work with. Another trait is that I am always forthright and honest. I do not bluff but negotiate based on truth and fact. That being said, I definitely have strategies to when and how I provide my end of the deal.

What recent project or transaction are you most proud of?

Recently, along with a producer, we won a new business account that generated \$600,000 in income. I am especially proud of this deal for a few reasons. First, the risk was declined by the carrier and stated that there was no way to get this deal done at the pricing needed to win. I worked for several weeks to identify how to present the account in a way that the carrier finally accepted and quoted the risk at the pricing needed. I knew that if presented properly, the underwriter would see that what was being asked was attainable. I was able to show the client the value of HUB and the team's expertise and therefore, able to displace a 30-year relationship with the prior broker.

What is your favorite motivational quote?

"Life is not measured by the number of breaths we take, but by the moments that take our breath away." ~ Maya Angelou

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