



## **Kapner of Greiner-Maltz talks about how she started her career in real estate**

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How did you get your start in Real Estate?

Being a daughter who eagerly looked forward to the descriptions of my building contractor father's projects, I was planning to seek a position in the real estate field where I could apply my interest and knowledge of building construction and my interest in architecture.

My real beginning was my answering a Greiner-Maltz ad to organize a retail division. I am proud of my accomplishments with Greiner-Maltz since then, in finding locations, in showing which industrial buildings can serve a retail or warehouse function, as well as advising all parties on practical changes that could be made to structures that were vital to closing the deals.

I thoroughly enjoy my career. But it became even more wonderful, when, one day some career women, including me, in various disciplines met for lunch which was the genesis of WEDLI.

A very personally rewarding experience was my years of board service. WEDLI has been the source of wonderful personal friendships besides the invaluable boost it has been to my career.

I am truly fortunate in my association with Greiner-Maltz and with WEDLI.

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