



Mogull of Mogull Realty; Do a great job, be kind

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Name: Kim Mogull

Title: Founder and CEO

Company/Firm: Mogull Realty

Years with company/firm: 10

Years in field: 27

Years in real estate industry: 27

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Real Estate Associations/Affiliations: REBNY

What is your biggest leadership challenge, other than the "glass ceiling"?

Removing the 'glass ceiling' for other smart, hardworking women in our industry is a challenge of itself - one which I enjoy and advocate. My mother broke the glass ceiling for me and I try to do the same for others. Mogull Realty has always been a female friendly work environment. I hope that the decisions I make each day, the women I employ and opportunities I provide will help to build careers and inspire more women to get into commercial real estate. We're a powerful gender and are deservedly achieving more and more leadership roles in male dominated industries.

What do you consider to be the most successful way to increase referrals?

Do a great job, be kind, fair and honest with everyone with whom you encounter, from building staffers to other CEO's. Referrals will inevitably follow from good energy and positive results.

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