



## Lanzisero of Signature Premier named #1 Salesperson for 2014

June 23, 2015 - Spotlights

Name: Maria Lanzisero

Title: Associate Broker

Signature Premier Properties

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What year did you start your career in residential real estate: 2007

Please respond to one of the following questions with 150 words or less:

What recent project or transaction are you most proud of?

Something amazing just happened to me today actually - I put together an every door direct brochure with daisies on it that said 'planting your seeds or uplifting your roots' and it included the addresses of houses I've sold. Someone called me today (someone with no interest in real estate whatsoever) and told me she was drawn to the brochure and had found an address of her friend who had passed away a few months ago. I was able to connect her to the family and that really meant a lot.

What recent honor, achievement or recognition has meant the most to you and why?

I was the #1 Salesperson at Signature for 2014, and it really meant a lot to me because a lot was going on in my personal life last year. My husband and I became legal guardians to 3 children, ages 9, 15, and 17 (in addition to our 2 children) from 2 different families due to tragedies on both my husband's side of the family and my own. It was a crazy year, but we got through it, and I was also able to succeed at work despite all of this.

Who or what has been the strongest influence on your career and why?

My family is the biggest part of my life. They are the ones who keep me going and keep me motivated to do my best.

What is the first thing you do when you arrive in the office in the morning?

I go directly to my computer and start to check emails.

What time management strategies do you find to be the most effective for you?

With balancing a family and a personal life, I've had to perfect my time management skills. I've learned that work doesn't always have to come first and just to get done what needs to get done before you work yourself too hard. There's always tomorrow.

What is the best advice you have received and who was it from?

Once, a broker had said to me, always stop, think, and listen before you respond. For me everything in real estate is about honesty, compassion, and integrity and I think finding a balance between all of it is key.

List 3 women that you would like to have drinks / dinner with and where would you go?

Barbara Corcoran, Hillary Clinton, and my mom definitely! We'd go to somewhere nice with an

outdoor setting.

What is your favorite quote?

"Life isn't about finding yourself. Life is about creating yourself." - George Bernard Shaw

What did you want to be when you grew up?

I always wanted to be an entrepreneur

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