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## Year in Review 2018: Barbara Champoux, Champoux Law Group PLLC

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Name & Title: Barbara Champoux, Principal

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What was the best decision that you made in 2018 and how did it impact your business?

One of my 2018 decisions I am especially pleased with, was participating in CREW Network's Leadership Certificate Program, providing advanced leadership training and skills to experienced CRE professionals. The one-on-one sessions with successful C-Suite industry leaders across North America, provided invaluable insights and thought-provoking suggestions for enhancing my professional development, and effective leadership skills, resulting in some better business decisions. It has transformed my thinking in several ways I expect will impact my business approach and expansion.

What market trend(s) will impact your industry in 2019?

The desperate need to repair, replace and add critical infrastructure has been widely acknowledged, although so far, there is no agreement among the requisite stakeholders on systemic solutions. A sea change in logistics and shopper expectations resulting from online retail's increasingly speedy delivery options have not only shifted retailers' space demands from the shop-front to warehouse, but created additional infrastructure challenges through transportation gridlock.

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