



## 2019 Women in Real Estate: Christine Chipurnoi, USI Insurance Services

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Name: Christine Chipurnoi, MS, CPCU, RPLU

Title: Senior Vice President, Real Estate and Construction

Company Name: USI Insurance Services

Association/Organization Affiliations (REAL ESTATE ONLY): CREW, WX

What is your favorite motivational quote?

“Be the change that you want to see in the world.” ~ Mahatma Gandhi

Who inspired you to join the CRE Industry?

I am a real estate junkie and a deal junkie. What better field to be in? Love the variety of projects and the variety in the way that deals are structured. Real estate is the business world's team sport. It's great when highly accomplished, competitive, and successful people come together, each with their own expertise, to orchestrate a deal.

How do you hold your own in a negotiation?

I learn as much as I can about each company involved, each person involved, and the relevant issues in advance of any meeting. Then, I listen and watch body language. I use what they have said and sometimes not said, to negotiate a mutually beneficial deal.

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

It actually wasn't so much one piece of advice. Judy Robinson mentored me early in my career and I learned so much from her that I can't simply can't pin it down to one piece of advice.

What was one of your biggest accomplishments in the last 12 months?

Being selected to serve on the national CREW Network Board and earning my CREW Visionary PIN.