



2019 Women in Real Estate: Felice Shapiro, AmTrust Title Insurance Co.

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Name: Felice Shapiro

Title: EVP General Counsel/Chief Underwriter

Company Name: AmTrust Title Insurance Co.

How do you hold your own in a negotiation?

The main way to be successful in a negotiation of any type is to be “prepared”. Knowing the facts gives you the power to come out on top. I am also a believer that it is not a sign of weakness to admit when you don’t know something and seek assistance. This same theory holds true when doing any type of “speaking engagements” or educational programs.

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

My biggest accomplishments in the last 12 months has nothing to do with my role as GC; it is having coached my two young adult daughters into male-dominated fields of employment. It was my experience in the past 36 years in what was a very male dominated field when I entered it, which allowed me to advise them of how to navigate the potential minefields they could face. The title insurance industry has slowly evolved and women are now in higher profile positions, but it has taken a long time.

What is your favorite motivational quote?

“Perception is reality.”

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

The best advice I received was over 35 years ago, when I was brand new in the title insurance industry. It was, “Always immediately respond to clients.” and “If you don’t have the answer, respond that you will get back to them shortly with it.” This advice was from a senior counsel in the industry. I have lived by that advice and still do today.