



2019 Women in Real Estate: Brie DeChance, Zenith Abstract

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Name: Brie DeChance

Title: President

Company Name: Zenith Abstract

Association/Organization Affiliations (REAL ESTATE ONLY): NYSLTA (New York State Land Title Association)

What is your favorite motivational quote?

"The price you pay to make your dreams come true is smaller than the price you will pay if you don't."

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

When I was young, my Dad told me "If you want to be successful at something—at anything—it doesn't happen overnight. Every day you need to chip away at becoming better at what you are trying to achieve." I have lived by those words in my professional and personal life. Whether I wanted to master the violin, run a race, or build a successful business, constant small effort, practice, and improvements have a large impact in the long run.

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

I purchased a building in downtown Sayville that now houses our office. We were renting our previous office space for 10 years and loved the location in downtown Patchogue. However, circumstances arose that forced us to look for new office space. I realized I was being given an opportunity and seized the chance to buy something instead of renting again.

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