



## **2019 Ones to Watch: Danielle Volpe, Cornerstone Land Abstract**

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Name: Danielle Volpe

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Real estate organizations: CREW NY

What advice can you offer to someone who is just getting started in your industry?

I think the best advice would be that you have to have passion to work in real estate, as well as a desire for knowledge and a joy in sharing that knowledge with others. It requires an immense amount of dedication and determination to succeed. You have to commit to continuously educating yourself in our ever changing industry, while adding value to your clients at all times. Network as much as possible! Build and nurture professional relationships with others. Prepare for the roller coaster – but it's an incredible ride!

If you have a mentor, who is it and how has this relationship influenced your professional growth?

I would have to say our CEO, Jason Hudson. He has taught me everything that I know about this business – the good, the bad and the ugly. He has guided me through every step of my career in Real Estate up until this point, and I'm very grateful for the confidence that he has had in me from the very beginning. I couldn't have asked for a better mentor. I truly learned from the best. Having the right people behind you to support, encourage, and believe in you is a privilege.

Who are some leaders that you admire and why?

I have always admired Ruth Bader Ginsburg. She was a courageous leader who was not afraid to stand up for what she believed in. In my line of work, I meet so many different people on a daily basis. All of their stories are so unique, as are their tales of success and leadership. I truly value the relationships that I am constantly making with professionals in this industry, and others, that allow me to hear these incredible stories. I admire each and every one of them and their journeys of accomplishment and growth.

Who or what do you attribute to your success?

I hope this doesn't sound cliché, but my children! There is no greater driving force to me than to be the absolute best version of myself for them. I have always had the motivation to succeed, but knowing that I am setting an example for them as a professional, a mother, and a human being is my daily inspiration.

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