



2020 Women in RE: Joan Riklan-Simon, Admiral Real Estate Services

May 19, 2020 - Spotlights

Name: Joan Riklan-Simon

Title: Real Estate Salesperson

Company Name: Admiral Real Estate Services

List up to three associations or organizations that you are presently a member of:

ICSC,
USTA

What is one characteristic that you believe every woman in business should possess?

One characteristic I believe every woman in business should possess is a thick skin, especially in real estate leasing and sales. You need to be able to handle rejection, deals falling apart, delays, endless cold calls not being returned, anticipated signings and closings not happening at the last minute. There have been many weeks where I have felt very frustrated because of this and then there are the weeks where things go right and you feel great. Lots of ups and downs so you need to adjust your expectations. As they say, hope for the best and prepare for the worst. Don't count your commission until the check is cleared! (P.S. I imagine much of this applies to men too)

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