



2022 Women in Professional Services: Adelaide Polsinelli, Compass

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Adelaide Polsinelli
Vice Chairman

Compass

In the last 12 months, what was your TOP career highlight?

While the world faced unprecedented challenges, my team and I put our heads down and got to work. I successfully sold several prominent properties at record prices. This included: The Jewelry Building at 576 5th Ave. for \$101 million and 604 5th Ave. for \$45 million to international buyers.

In the last 12 months, what ONE award were you most proud to receive?

The Wall Street Journal's Real Trends Award was an honor I was ecstatic to receive again. This award recognizes the best agents in the United States. I was ranked in the top 1.5% of 1.6 million real estate professionals in the United States!

In the last 12 months how have you helped your industry grow through professional creativity, innovation and leadership?

I continue to support and offer opportunities to young agents willing to learn the business. Additionally, Compass is on the frontlines of ground breaking technology geared to enable agents across the country excel in their businesses.

What advice would you give the next generation of women in your industry?

As a female in a male dominated industry, it is imperative to be assertive, confident and self-reliant. Speak with authority and don't sing your words. You will be taken more seriously if you exude determination and conviction. Earn

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