

Women's Council of  
**REALTORS**<sup>®</sup>

#IAmWomensCouncil



THANK YOU TO OUR NATIONAL INDUSTRY STRATEGIC PARTNERS



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Presenters: Sandra K. Adomatis, SRA, LEED Green Assoc., GREEN, IDEC

Paula K. Konikoff, JD, MAI, AI-GRS, IDEC

## Sandra K Adomatis

- REALTOR®
- Appraiser Designated SRA – Appraisal Institute
- 2024 President Appraisal Institute
- Author
- Speaker
- Instructor
- Course Developer



# Paula K Konikoff

- Appraisal Institute Designated Member – MAI, AI-GRS
- Non-practicing lawyer
- Litigation specialist
- Arbitrator
- Author
- Course Developer
- Educator



# Appraisal Institute Past Presidents and 2024 President





# Appraisal Institute - 2024 Year of Change



CEO Cindy Chance



2024 President



2024 President-Elect

# Access to Opportunities

- Networking expands your reach and sphere of influence
- Job opportunities
- Business opportunities – Build your book of business
- Building collaborations with other organizations, groups, people in a similar company/organization.



# Knowledge Sharing

- Individuals with Diverse Backgrounds exposes you to
  - New perspectives
  - New Information
  - New Ideas
  - Fosters personal and professional growth





# Resource Pooling

- Connections offer access to
  - A pool of resources
  - Expertise
  - Advice
  - Support in handling challenges
  - Allows you to seize opportunities



# Enhanced Visibility

- Increases your visibility
- Keeps you top of mind by a larger audience



# Personal Branding

- Shapes your personal brand
- Positions you as credible and trustworthy professional



Arbitration Queen



Green Queen

# Opportunity for Mentorship

- Provides opportunities for mentorship and guidance
- Career development – for you and for those you mentor





# Mutual Support

- Strong connections often lead to
  - Support network
  - Individuals to help navigate obstacles
  - Encouragement

NAR Valuation Committee – 2023 NAR Conference



# Business Growth

- Client building
- Forming partnerships
- Fund raising
- Investment opportunities



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