

March 5

FIRST WEDNESDAY

Empowering Women Leaders



KARA SCHUG
REALTOR® - Keller Williams
Moderator



CLINT GRAY
NM United
VP, Business Development & Facilities



APRIL KOVARI
Fidelity National Title
President & State Manager



CEELA MCELVENY
VisitABQ
VP of Marketing & Communications



DR. DENISE MONTOYA
NM Home Builders Association
Chief Executive Officer



ROBERTA RICCI
Albuquerque Hispano Chamber
Chief Experience Officer

Women and homebuying



All homebuyers:
20%



First-time homebuyers:
24%



Median income:
\$72,500



Median income of first-time homebuyer:
\$71,300



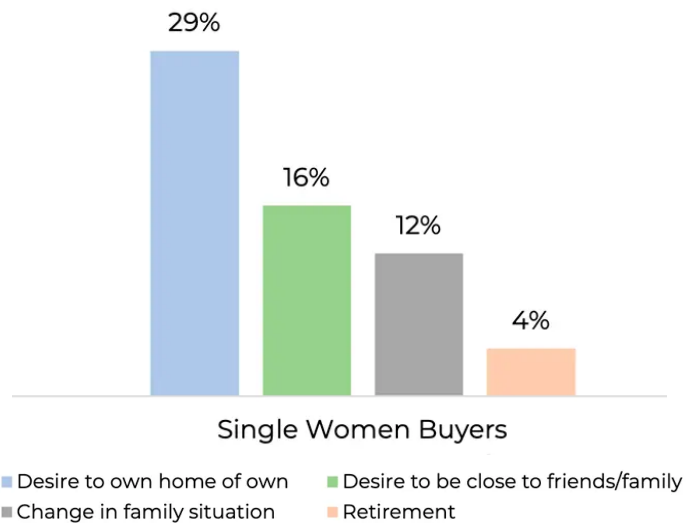
Median income of repeat buyer:
\$75,000



All sellers:
18%

Source: National Association of Realtors® 2024 Profile of Home Buyers and Sellers

Top Four Reasons To Purchase Home



Source: NAR 2023 Profile of Home Buyers and Sellers

Inspiring Leadership Quotes from Panelists

KARA SCHUG “The best way to find yourself is to lose yourself in the service of others.” – Mahatma Gandhi

CLINT GRAY “Leadership is not about the height of our position, but the power of our influence.” – Alexander Lyon

APRIL KOVARI “It has generally been my experience that the very top people of truly great organizations are servant-leaders.” – Stephen Covey

CEELA MCELVENY “The cure to boredom is curiosity. There is no cure for curiosity.” – Dorothy Parker

DR. DENISE MONTOYA “It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great enthusiasms, the great devotions; who spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat.” – Theodore Roosevelt

ROBERTA RICCI “Surround yourself with the risk takers, creators, truth seekers, artists, adventurers, and dream makers, but mostly surround yourself with the people who draw that same magic out of you.” – Brooke Hampton



KARA SCHUG REALTOR® - Keller Williams & Podcaster

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BOOKS: The Big Leap - Gay Hendrix • The Happiness Advantage - Shawn Achor • Atomic Habits - James Clear • How to Win Friends and Influence People - Dale Carnegie • Think and Grow Rich - Napoleon Hill • Tribe of Millionaires - David Osborn • Miracle Morning - Hal Elrod

PODCASTS: Ed Mylett • It's a Good Life - Brian Buffini • Think Your Way to an Epic Life - Kara Schug

TRAINING/SEMINARS: Tony Robbins 3x (walked on fire at one of them), Darren Hardy, Gary V, Dave Ramsey, Mel Robbins, Shawn Achor, Gary Keller, Dave Linager and many more.



CLINT GRAY VP of Business Development & Facilities - New Mexico United

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BOOKS: Leaders Eat Last - Simon Sinek • The Power of Positive Leadership - Jon Gordon

PODCASTS: Dare To Lead - Brené Brown • How I Built This - Guy Raz

PEOPLE TO FOLLOW: Simon Sinek, Christy Wright, Jon Gordon, Brené Brown, Nicole Malachowski



APRIL KOVARI President & State Manager - Fidelity National Title

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BOOKS: Fearless Leadership by Carey D. Lohrenz • The Five Dysfunctions of a Team by Patrick Lencioni • The Four Agreements by Don Miguel Ruiz • Fierce Conversations by Susan Scott • Dare to Lead by Brené Brown

TRAINING: Mediation Training - I know this sounds odd but, in leadership you are often working to find a resolution to conflict. This truly helped my role as a leader. • Personality Training - there are so many different ones, DISC, Myers'-Briggs, True Colors, they are all very similar. Understanding the different personality types and how to best communicate and motivate them is foundational in leadership.



CEELA MCELVENY VP of Marketing & Communications - Visit Albuquerque

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BOOKS: "Orbiting the Giant Hairball" by Gordon McKenzie is a guide to how people in creative fields can navigate corporate traditions, systems and bureaucracies while maintaining their individuality and vision • "Lean In" by Sheryl Sandberg explores the challenges and opportunities faced by women in leadership roles

PEOPLE TO FOLLOW: Adam Grant on LinkedIn - psychologist who addresses work-life balance, organizational behavior. • Barbara Corcoran on LinkedIn - New York real estate mogul and Shark Tank host who discusses real estate trends, but also gives career advice and shares ideas about how to build your personal brand.



DR. DENISE MONTOYA Chief Executive Officer - NM Home Builder Association

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BOOKS: Brené Brown's books: Dare to Lead; Daring Greatly; Rising Strong; and Gifts of Imperfection • Marcus Buckingham's books: First, Break All the Rules; and Now, Discover Your Strengths • Steven Covey's books: The 7 Habits of Highly Effective People; and The 8th Habit: From Effectiveness to Greatness



ROBERTA RICCI Chief Experience Officer - Albuquerque Hispano Chamber

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BOOKS: The Four Agreements by Miguel Ruiz • Lean In by Sheryl Sandberg

PODCASTS: Mobituaries with Mo Rocca • Oprah's Master Class • Start Bragging ABQ