

Women in Real Estate

Erardi of Richter + Ratner: Hard work pays off!

Nancy Erardi



Vice President
Richter + Ratner

What were your biggest fears when you started out in your profession?

My age was always something that I worried about. Starting out so young, I was concerned that people would not take me seriously. Being a woman in what was once considered a man's world, made it that much tougher, but I no longer worry about this. Now 19 years later and I wish I was younger!

What was your first job and what did you learn from it?

My first job was in my family's restaurant business. From day one, I knew that was not the career I wanted for my future, but I knew how proud of my family I was for what they built, how hard they worked and what they accomplished. Hard work pays off!

What social media and/or face to face networking activities do you find most beneficial professionally?

I am a face to face networker. That has always proven the best results but social media has come a long way and I would have to say LinkedIn has become part of my daily routine. It has a minimal amount of personal information and is a super effective networking tool.

Pagnotta of Meridian: Confidence allows you to go far

Nicoletta Pagnotta



Vice President
Meridian Capital
Group, LLC

What is your favorite quote?

My favorite quote is one that someone once told me. I loved it so much that I keep it hung up at my desk, so I can always look at it when I need motivation.

"Nicoletta, you are an incredibly bright, naturally gifted, talented in so many ways

professional blessed with a truly wonderful attitude. Your potential is limited only by your courage and creativity. Have the confidence to allow your many capabilities to take you as far as you can. You truly deserve no less."

What are you doing differently in 2014 that has had positive impact on your career?

This year I've decided to take more initiative in my career. I've been working to cultivate my own client relationships and generate more business. I attend more events and try to meet others who work in the industry to get different perspectives on the market. I have also become a member of AREW, which is a great organization for women in real estate.

Tirado of Largo: Determination, confidence and drive

Lori Tirado



Managing Director,
Largo Hospitality
Finance Group
The Largo Group
of Companies

What were your biggest fears when you started out in your profession?

This industry is dominated by men. I often wondered why and was fearful that I would not be as respected in a meeting or at a conference

as a woman. With determination, confidence and drive, I easily overcame this fear.

What are you doing differently in 2014 that has had positive impact on your career?

This is very simple. If someone calls you, answer the phone. It is easier today to hide behind modern technology and still stay somewhat connected; however, you lose something by only communicating by text, email or social media. By having a verbal conversation with someone, you learn about them and connect on a more personal level. This simple act has helped me build and maintain a stronger client base.

Wiggins of TPG: Mission in life not merely to survive, but to thrive

Mavis Wiggins



Design Director,
Associate Principal
TPG
Architecture LLP

What were your biggest fears when you started out in your profession?

I didn't want to fail, so I developed the confidence to believe in myself. To believe that my influence, my design direction could have a positive impact on how people experience their workplace. After a few successful outcomes

there was no looking back.

Who are three women- living or dead - that you would like to have drinks with and why?

Charlotte Perriand's contribution to Le Corbusier's studio was tremendous. She had the courage to persevere when women were not encouraged to do so. My fourth grade teacher Mrs. Anderson, who never let a day go by without encouraging her little girls to go forth with determination and passion. Maya Angelou, from whom I continually learn about life: "My mission in life is not merely to survive, but to thrive; and to do so with some passion, some compassion, some humor, and some style." What more is there?



CONGRATULATIONS NICOLETTA PAGNOTTA!

Meridian Capital Group proudly salutes
Nicoletta Pagnotta
on being recognized in the
New York Real Estate Journal's
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