



NAHB Professional  
Women in Building

## Pearls of Wisdom

Submitted by:

NAHB Professional Women in Building Members

“It takes the same amount of energy to worry as it does to believe.” I don’t know who said this originally, but it is my personal mantra. I am a natural worrier, and this quote helps me to refocus and reframe my worries into beliefs. Imagine all that we could accomplish with less worry and more belief!”

- **Meredith Oliver, CMP, CSP, Master CSP, MIRM, Raleigh, N.C.**

“Knocking out a hundred tasks for whatever the reason is a poor substitute for doing even one task that’s meaningful.” Gary Keller, co-author, *The ONE Thing: The Surprisingly Simple Truth behind Extraordinary Results*. My struggle isn’t finding something to do, it’s deciding which of the hundreds of things that demand my time and energy to do next. Time and energy are my most valuable resources. I need to remind myself that every task is not equal; some things are more important, more valuable, more “on target” than others in the effort to reach my goals.”

- **Sharon Storey, Broker, Windermere Real Estate, Portland, Ore.**

“Be strong. You never know who you are inspiring.” This quote speaks to me because it’s a reminder to embody strength and let it shine through every day. Strength takes many forms, from rising to a challenge, letting go and walking away, or allowing yourself to be completely vulnerable. When we start understanding that strength comes in many shapes and sizes, there are no limits to how many people we can inspire, including ourselves.”

- **Cyndi Baltazar, Caliber Home Loans, Riverside, Calif.**

“When I was in the 7<sup>th</sup> grade, my assignment was to memorize a quote from Calvin Coolidge, the 30<sup>th</sup> President of the United States. It begins, “Nothing in the world can take the place of Persistence.” Throughout my life this quote has been my mantra both personally and professionally.”

- **Carole Jones, CGP, CGB, CAPS, Bloomfield Hills, Mich.**

“Set goals and write them down. You will achieve more with a concrete roadmap for your future. Include both long and short term goals and don’t sell yourself short.”

- **Carol Morgan, MIRM, CAPS, CSP, Cartersville, Ga.**

“The theme for the year I chaired PWB was, “Challenge 92. If it's to be, it's up to you and me,” Although 1992 was a year with many challenges such as the United States involvement in the Wars with Iraq, Somalia and Bosnia, NAHB was successful in getting legislation passed to help the housing industry of which at that time the Women's Council was a part of. The membership also grew during this time. It was a very remarkable year.”

- **Margaret Gilbreth, CGB, Austin, Texas**

“When I think about the PWB, the first thing that comes to mind is empowerment. Depending on which generation you were raised in – boomer, millennial, gen x – all women have faced a mirror that asks questions like “am I good enough?”, “how can I make a difference?”, “does my voice matter?” When you become a member of the PWB, the answer to these questions become a resounding YES and from that powerful little word, a world opens up to you.

To empower someone is to give them authority, permission to lead, to enable and permit an individual to do something great. Everything about the word evokes forward movement, positive energy, creating opportunity and believing in oneself. I have seen changes in PWB that I was told initially may never happen and yet the leaders before me still empowered me to make them. Tell a PWB member she can’t and she will. Tell her ‘I don’t think so’ and she’ll say ‘watch me.’ Show her how and she does it. Be her friend and she will be yours forever. I will forever be grateful to the PWB for so many reasons, but mostly because one PWB member said to me one fateful day, “Come with me and check it out!”

- **Karen Dry, Westlake Village, Calif.**

“Set your sights high and be willing to work your hardest to succeed. Learn as much as you can. The more well-rounded you are, the more confident and effective you’ll be, and the more respect you’ll earn from colleagues. Joining and becoming actively engaged in groups like PWB offer opportunities to surround yourself with like-minded and successful individuals who care about the things that are important to you. If working in a traditional “man’s world” career: stay strong, always know your facts, put on your “big girl pants” and never resort to playing the “girl” card.”

- **Joanne H. Chappell-Theunissen, CGP, Mt. Pleasant, Mich.**

“When I was first asked to join the “Ladies Auxiliary”, I said “No!” I didn’t realize what they were about but, they persisted. Joining the Council was the best thing! It took me to places I would never have been able to go. I grew as a woman and as a Leader! As Chair of PWB, I learned to stand tall for what I held as sacred. I learned that there are a lot of different people in this world but that my opinions were just as important. My “Pearls of Wisdom” are stick to your convictions! You are important! You have a lot to contribute! You are unique!”

- **Pamela Weaver, CAPS, Carencro, La.**

“PWB members are an amazing source of inspiration! PWB taught me that discovering, acknowledging and promoting another’s capabilities is great gift to give and to receive. The best part is that our successes in life, or as a council, can be greatly enhanced by positively motivating, supporting, or encouraging others to bring their own unique talents forward, and put them to good use by sharing with others. I believe women build relationships because we know we have as much to gain as we have to contribute. That’s just one more reason to keep building our council into the future!”

- **Lynne Pratt, CAPS, CGB, CSP, Auburn Hills, Mich.**

“Just re-read an article written about me in the Wisconsin Builder Magazine. It seems like I am always involved in a challenge. My first husband died in Atlanta, Ga. I was an assistant to a prominent urological surgeon. Moved to Madison, WI. Joined the Builders Association and worked on building and selling new construction. Now I have moved to Amelia Island, FL and am involved in selling commercial properties. Those are some examples of “challenges” not struggles!”

- **Marilyn Kneebone, Madison, Wis.**

“Be engaged. Take that step beyond attendance. Being active on a committee or spearheading a project is an opportunity to learn and develop leadership and people skills in a nurturing environment. It will enhance your business performance! Be generous. Share your experiences and your struggles. Many women in our industry have faced or are facing similar challenges and their support and counsel are priceless. Make friends! For over 20 years, my friendships developed through PWB have proven to be my most significant, professionally and even more so personally. Together we have succeeded and failed, celebrated and mourned. We have watched each other's families grow and change, rejoicing together in the milestones.”

- **Nicole Goolsby, Huntersville, N.C.**

“My advice to future leaders of PWB or to women in general who are moving up in companies and their careers would be to listen, really listen. Listen to your PWB council leaders, co-workers. Don't answer out of turn and take time to think about the contributions that have made these individuals successful. When you respond, speak up for yourself and your ideas. Share your thoughts and solutions. If you agree with them, share that. Congratulate them on a great idea. Implement them if possible. Give credit where it's due. If you don't agree, tell them. Don't just ignore it and hope it goes away. Tell them why you don't agree. Show that you really listened to their thoughts and why it won't work. Back up your convictions. You didn't get where you are for no reason. Active listening will help when in meetings, discussions, implementing procedures and more. Discussions will go much smoother if all involved feel that they have really been heard.”

- **Roberta Colmer, Calabasas, Calif.**

“During the past fifteen years we have seen the efforts of the women who started the Women's Council many years ago, fought for its existence, shepherded it through changes, and supported it with their money, time and talents to see it culminate into the outstandingly successful NAHB Professional Women in Building council we have today. PWB is now recognized as a place where women can network, grow, learn and become leaders, moving on to whatever heights they desire to attain at local, state and national levels of the NAHB federation. I am proud to be a part of this great group and to have contributed in a small way to its success. May PWB continue to grow and flourish.”

- **Lee Terry, San Mateo, Calif.**

“Professional Women in Building will always hold a very special place in my heart. The Power of PWB is the Power of Networking. It's the Power of Mentoring and being Mentored and it is the Power of Professionalism. The strength of PWB is being able to pick up the phone or send an email and have a connection with someone on the other side of the country or in another part of our industry who can help with ideas or advice or simply provide a different perspective and the sense of fulfillment that comes from being that resource in someone's career. I am so proud every year when I watch the smiling faces of our new leaders at our installation event and I remember their first meetings and conversations about being more involved and the conference calls working through challenges as they have grown and aspired to lead not only PWB committees but other committees and councils within the federation. My favorite quote is, “Perspective is Reality.” My advice is, everyone you meet has something to teach you and something to learn from you. Listen closely and don't miss the opportunity.”

- **Tammie Smoot, CMP, CSP, Master CSP, MIRM, Cary, N.C.**