

POWER WOMEN ISSUE

SHEPHERD HINDMAN ROAD

NORTH SHORE STYLE
& SUBSTANCE
OCTOBER 2022

“Real change,
enduring change,
happens one step
at a time.”

-RUTH BADER GINSBURG

ROOTS &
WINGS
IMPROVING
THE QUALITY
OF LIFE FOR
WOMEN
WITH MBC

STEPTOE &
JOHNSON'S
RACHEL
CANNON

ARTIST
JEANNÉ
SAPIENZA'S
RIPPLE
EFFECT

THE ART OF AUCTION

Hindman's power player
Alyssa Quinlan

P O W E R W O M E N

*S*heridan Road is proud to present the third annual “Power Women” feature honoring exceptional women who are community changemakers and mentors to the next generation of leaders. With positions ranging from executives, attorneys, and philanthropists to community leaders, couturiers, and creatives, these women inspire us and we toast to their past achievements and continued successes.

*PRODUCED & EDITED BY KEMMIE RYAN
PHOTOGRAPHY BY KATRINA WITTKAMP
STYLING BY THERESA DEMARIA
HAIR & MAKEUP BY CATHLEEN HEALY OF DISTINCT ARTISTS AND
SHANTE PARKER FOR LUXURYSTRAND
SHOT ON LOCATION AT THE RENAISSANCE CHICAGO NORTH SHORE HOTEL
AND THE FORESTER HOTEL*

*If you like what you see in these pages, please know that this feature was met with resounding enthusiasm and will be a recurring annual feature.
Feel free to contact our team if you would like to recommend a North Shore Power Woman for our 2023 feature.*

“If you execute every day, everything will materialize in due time.”

DOMINATE CLUB



COMMUNITY CONNECTOR

CCOURTNEY WRIGHT is an entrepreneur, executive, strategist, and all-around #ladyboss. She is the CEO of Gemini Builds It and Showcase Acrylics, host of the newly launched podcast—LADYBOSS By Courtney Wright, wife, mother, and innovator. She prides herself on creating personalized solutions for her unique clients and telling the stories of great entrepreneurs.

What is your business style?

I love having important relationships with my clients. When I really understand their business, we can be most effective creating solutions that solve pain points.

How do you impact your clients?

We view our job as creating products that solve our clients' problems. Whether we are creating a custom acrylic case to hold the Olympic torch in a museum or helping an artist roll out their work all over North America, we want to learn what we can do as a team (client + us) that will make us more successful together.

What is your fashion style?

I work in manufacturing and am very hands on. That means I can be in the plant carrying artwork and boxes during the day and then at a networking or charity event during the evening. Shoes are my obsession. I wanted to be a shoe designer when I was growing up so when I go out, I take inspiration for the outfit by starting with my favorite shoes—comfort need not apply!

What advice would you give to future Power Women?

If you are doing work that does not feel like work and you are focused on where you are going, you will get there. There is no quick trip to success. It is the daily grind and hustle that will reward you.

For more information, visit courtneywright.co.

Ingrid Razny
and Christine
Razny-Porter



*“Nothing is
impossible, the
word itself says,
I’m possible!”*

AUDREY HEPBURN

DAZZLING SUCCESS

For over 70 years, Razny Jewelers has been the leading family-owned and operated source for loose diamonds, bespoke jewelry, and Swiss timepieces in the Greater Chicago Area. Today, Power Women, **INGRID RAZNY** and **CHRISTINE RAZNY-PORTER**, along with Ingrid’s husband, Stan, and their sons, Michael and Eric, continue the family legacy.

What is your business style?

Our business style is client-focused and providing 5-star customer service is our chief mission. Thanks to a cohesive culture of hospitality and inclusivity, we’ve grown our brand into four locations throughout the Greater Chicago Area without sacrificing our authentic family-owned feel.

What is your best networking advice?

Building genuine relationships will take you farther than any single transaction. We’ve achieved long-term, sustainable success by building a loyal network of devoted clients whose

families have been shopping with us for generations.

What organizations do you enjoy contributing to?

We decided years ago to sell only natural diamonds sourced from locations that follow internationally recognized trade, labor, and ethics standards. This is because we are committed to environmental conservation. Our partners work with local governments and community leaders to nurture the reclamation process so that the land and sea that is mined returns to their natural state when work is complete. We visited an off-shore mining vessel personally this year to get eyes on the work environment, ensure it is to our standard, and to be of assistance to the people of this developing country where possible. Filled with gratitude for the people and land that give us these treasures, our family feels rewarded by this opportunity to give back and pay it forward.

For more information, visit razny.com.

“Be yourself. Everyone else is already taken.”

OSCAR WILDE



Vicki White and Stephanie Wilkins

STYLE POWER

STEPHANIE WILKINS and VICKI WHITE make up the dream management team at Winnetka luxury retailer Bunny & Babe. Their wealth of management, retail, and fashion knowledge make them the perfect team to lead the much-loved retailer.

Who is your role model?

Stephanie: My sister, who has inspired me to be independent, courageous, and confident. Her faith in me has provided me with the strength to believe in myself and push myself to be the best person I can be.

Vicki: My grandfather. He was a true Renaissance man. He was an accomplished athlete who competed against Jesse Owens in the Olympic Trials, a successful businessman, an artist, and a great father to six children.

How do you impact your clients?

Stephanie: My clients trust me to provide them the clothes that give them the confidence to be their best. They know I will provide an honest assessment and, when I recommend something, they know they will look beautiful. I love being able to make my clients feel good about themselves.

What is your fashion style?

Vicki: Casual and comfortable chic. A great blouse, comfortable jeans, and a great sneaker or slide.

Where do you draw inspiration from?

Stephanie: I was taught at a young age that if I worked harder and knew more than anyone else in the room, that I would be successful.

What is your best networking advice?

Stephanie: Always be curious. Whenever you have a chance to meet someone new, always ask questions, never make assumptions, and listen. The way you make people feel by being curious creates lasting relationships.

Vicki: Your best network is the one right in front of you—close friends and family.

For more information, visit bunnyandbabe.com.

“Success is liking yourself, liking what you do, and liking how you do it.”

MAYA ANGELOU

WARRIOR FOR OTHERS

Known for her 24/7 availability and unwavering persistence, **SUSAN MAMAN** has her clients’ backs. The luxury residential broker with @properties Christie’s International Real Estate specializes in the North Shore’s luxury market, but she sells more than homes, she sells the lifestyle. Prior to joining the real estate industry 18 years ago, Susan, a native of Johannesburg, South Africa, worked in corporate marketing and advertising. Throughout her career, Maman has received numerous accolades. As a breast cancer survivor, Susan donates a percentage of her income to breast cancer charities.

Who is your role model?

My mother was my role model. She was thoughtful and resilient. In spite of all the adversity she had to deal with, she always remained positive, unconditionally supportive, and loving.

What is your business style?

Direct yet compassionate. I am available 24/7 and pleasantly persistent. I am truly in the service business.

What is your best networking advice?

I would say my best, most fun and gratifying network device is hosting a client dinner party.

What are your greatest wins?

The greatest wins that I will treasure forever are the little things—when a client said you made their day, when they call you for support or help with issues that are not only business related, when you can introduce clients to other local clients and they become close friends, or when you can help take an elderly client to their doctor’s appointment and then go for lunch—those are the things that I will always treasure about my career. On a broader perspective, @properties agents supporting each other. With the recent Highland Park massacre, so wonderful seeing agents truly being there for each other.

For more information, visit atproperties.com/site/susanmaman.



“How wonderful it is that nobody need wait a single moment before starting to improve the world.”

ANNE FRANK

HAPPY MOVING ARTIST

ALI WENZKE is the author of the best-selling book, *The Art of Happy Moving: How to Declutter, Pack, and Start Over While Maintaining Your Sanity and Finding Happiness*. A graduate of Harvard College and Stanford Law School, she is also a real estate broker with Baird & Warner in Winnetka and her moving and decluttering advice has been featured on *Live with Kelly & Ryan*, *The Washington Post*, *Forbes*, *NPR*, *U.S. News & World Report*, *Today.com*, *Real Simple*, *Fast Company*, *Parents* magazine and many more.

What is your business style?

Empathetic and encouraging. I understand what my clients are going through, and I want to help them feel as happy as possible throughout the moving experience.

What influenced your path to success?

I never expected to write a book about moving. After moving 10 times in 11 years, I thought I could help others by sharing my stories, so they wouldn't make the same mistakes I did. As a real estate agent, I love being able to help my clients one-on-one throughout the entire moving process.

How do you impact your clients?

Hopefully, my clients feel less stressed after working with me. Moving and buying or selling a house brings forth many emotions. My goal is to add joy to the emotional mix.

What is your best networking advice?


Help others and be kind.

What are your greatest wins?

I've had fun moments like giving decluttering advice on *Live with Kelly & Ryan*. Kelly Ripa and Ryan Seacrest kept the audience laughing, especially when Kelly Ripa decided to gobble up Tums that expired years ago. (Decluttering tip: throw out your expired medication.) However, the greatest wins are when my clients are beaming after buying their dream home or selling their home. Those are life's special moments.

For more information, visit artofhappymoving.com and aliwenzke.com.





“Aren’t we all just trying to leave one good, lasting thing behind?”

AMY KROUSE ROSENTHAL

PASSIONATE PRESERVER

JILL WEINBERG is a passionate preserver for Holocaust education locally, nationally, and around the globe. For over 30 years, Weinberg has led the Midwest Regional Office of the United States Holocaust Memorial Museum in Washington, D.C. Weinberg’s leadership and the generosity of so many Chicagoans, have been pivotal to ensure the lessons of the Holocaust are not forgotten.

How do you impact your clients?

I have a passion and devotion for the United States Holocaust Memorial Museum’s Mission that has inspired others to get involved and stay involved. In 2023, the United States Holocaust Memorial Museum will reach a remarkable milestone of 30 years. I am so proud to have been part of this effort to build and sustain this remarkable institution. I am thrilled that so many others have found this museum to be of such value to their lives and to the world.

Where do you draw inspiration from?

I draw inspiration from Holocaust survivors. They’ve taught me so much about resistance and rebuilding, about losing so much, and yet they are able to find beauty in the world and goodness in others. I am also inspired by the young people in our community who take this subject matter so seriously, who didn’t live through this part of history, but yet are doing everything they can to play a role to preserve it.

What advice would you give to future Power Women?

Grab the opportunities when they come your way. Follow your passions and be persistent—never giving up is an essential quality.

For more information, visit ushmm.org.

“Courage is not having the strength to go on; it is going on when you don’t have the strength.”

WINSTON CHURCHILL

PERSEVERING MOTIVATOR

No challenge is too big or too small for **BRITTANY RISTUCCI WARNER**. The COO for Warner Aesthetic & Reconstructive Institute, Director of Business Development for Karyo Biologics, President and CEO of VisAttain Consulting, and Board Member for The Volunteer Center of NE Chicago, is on track to achieve her next accomplishment, a second Master’s Degree of Science in Nursing. Warner already holds a BAS and an MBA from University of Illinois. Her career is dedicated to improving healthcare delivery models and mitigating financial risk for public and private healthcare facilities around the Midwest.

What is your best networking advice?

Always pay it forward! I wouldn’t be where I am today without the mentors who guided me. Each day learn something new and help someone learn! Never mistake an opportunity for a burden, you might just change the world!

Where do you draw inspiration from?

Working through a personal tragedy, I realized there is more to this world than we allow ourselves to see—that’s when I was inspired to change my life. After 12 months of physical and mental training, I crossed the finish line of the Ironman Triathlon completing 140.6 miles of extreme terrain—that’s when I knew I could achieve anything! Five years later, Warner Institute opened its state-of-the-art surgical facility with national recognition for Revision Rhinoplasty and the patented SWIFT Lift & Tuck. The mission of Warner Institute is to create an organization that stands for the field’s highest values including Surgical Excellence, Education & Mentorship, and Global Outreach. These values form the heart of Warner Institute—providing our patients with the best results and care available anywhere in the world. On a continued pursuit to provide our patients with exceptional care, I will complete a second Master’s of Science in Nursing in fall of 2023 when we will open a medical spa providing aesthetic facial and body services.

For more information, visit warnerinstitute.com





“There is no power for change greater than a community discovering what it cares about.”

MARGARET J. WHEATLEY

COMMUNITY CONNECTOR

AMY WAGLIARDO is the Executive Director at Gorton Community Center in Lake Forest, which houses the John & Nancy Hughes Theater. Amy leads a team that has increased and elevated arts and cultural programming for the community and region. Offering something for all ages—*Gorton's got it!*

Who is your role model?

Narrowing this down to one woman is impossible. I have been cheered on, encouraged, and supported by many strong women who have inspired me by blazing trails, taking risks, opening doors, and guiding with heart and smarts.

Where do you draw inspiration from?

I find tremendous beauty and inspiration in the world around me. I walk the Middlefork Savanna almost daily and love seeing the changes of the season and nature at work.

What is your business style?

At all times I am guided by what's important to the communities we serve. I strive to be inclusive in my thinking, compassionate in my actions, and laser focused on Gorton's mission to be the gathering place in the heart of the community.

How do you impact your clients?

Our clients are the communities we serve and the nonprofits that reside in our historic building. More than classes, film, and events, we provide a runway for experiences, connection, and inspiration.

How have you created success?

I've always been willing to do whatever task assigned, without thinking a task was beneath me or too small. Whatever the task, the job, or situation I have always believed you can learn from every experience and use that to propel yourself forward.

What advice would you give to future Power Women?

Dig in, wherever you are, even if all you learn is you never wish to repeat that experience, you still learned something valuable.

For more information, visit gortoncenter.org.

“Life is a marathon, not a sprint.”

PHIL MCGRAW

TRANSFORMING LIVES THROUGH SLEEP

MARY PAT WALLACE, founder and principal of The Luxury Bed Collection (TLBC) is a 30-year veteran of the design industry. Her passion for the design industry began with her first job in Italy working for Area International and Brunati. Upon returning to the states, she landed at Holly Hunt where her entrepreneurial flame was lit. Her first venture, MP and Associates Inc., was as a representative of contract furniture manufacturers. Her second business endeavor developed out of a need for great sleep. After being introduced to Hästens by a friend, Mary Pat with her husband at that time, Andy Wallace, opened the first Hästens Concept Store in North America in 2005. In 2020 the firm was rebranded to The Luxury Bed Collection and now has locations in Chicago, Naples, and Dallas.

How do you impact your clients?

Improving one's life through better sleep. At TLBC, our curated mattress and sleep solutions are specifically tailored to fit the needs of the individual consumer. Our goal is to educate and provide bespoke products, which deliver a truly transformative night's sleep.

What is your fashion style?

I love a great cocktail dress, but I also am partial to Hästens blue and white checkered pajamas for ultimate comfort if I'm working from home.

Where do you draw inspiration from?

Health and wellness are at the forefront of what we do and in the products we offer at TLBC, but they are also integral components of my core values personally. I am constantly researching products for myself and clientele that promise optimal well-being.

What advice would you give to future Power Women?

Life is a marathon, pace yourself. Build a business on trust and integrity.

For more information, visit theluxurybedcollection.com.



“Do the best you can until you know better. Then when you know better, do better.”

MAYA ANGELOU



HEALTHY SKIN, BEAUTIFUL SKIN

TINA C. VENETOS, M.D. was born, raised, and educated in Chicago. She graduated from Loyola University of Chicago with highest honors with a B.S. in Biology and a minor in Chemistry before attending University of Illinois College of Medicine and completing her Internal Medicine residency at Evanston Hospital and her Dermatology residency at the University of Illinois Hospital and Clinics. Dr. Venetos opened the doors to Northshore Dermatology Center, S.C. in Wilmette in 1996, followed by locations in Lake Bluff and Libertyville.

Who is your role model?

My parents for different reasons. My father taught me the importance of a tremendous work ethic and pursuing an education. Growing up my mother was a phenomenal homemaker and very resourceful, which molded me into the mom that I became.

What organizations do you enjoy contributing to?

Living and working in the Lake Forest and Lake Bluff areas, I have always supported the Lake Forest school system, The Montessori School of Lake Forest, and the Greek Orthodox Church both in Lincolnshire and Naples, Florida.

How do you impact your clients?

Early detection and treating skin cancer is lifesaving. I am a huge proponent of a yearly full skin exam. I always emphasize that patients first need to have healthy skin and then do the various procedures that we offer for beautiful skin.

What are your greatest wins?

Becoming a mom and raising three amazing kids and becoming a dermatologist. Just like my father I have always emphasized to my children that education is of utmost importance, and I have raised them to be educated, highly motivated, and to make a positive impact on society. I treat my practice as my 'fourth child.'

For more information, visit northshoredermatologycenter.com.

“It’s not how you feel, it’s how you look.”

ANNIE TURBIN

LET’S GET DRESSED!

ANNIE TURBIN was destined for a career of creativity. The fashion designer comes from a family of creatives—her grandfather was a tailor, her mother an artist, with a keen eye for design and quality, and her father, a radiologist by day, but creative in the kitchen and through carpentry as hobbies. Annie’s design has been influenced not only by her family, but by her time as a freelance musician after college in Los Angeles. Her name-sake business, Annie Turbin Designs featuring sophisticated, high-quality handmade designs, has been in operation since 1996. The self-taught artist’s team uses a variety of dyeing techniques including hand dyeing, hand printing, and hand painting, on fabric from mills in the United States. Annie’s clothing and accessories are sold nationwide and can be found locally at Annie Turbin’s flagship store in Highland Park.

Who is your role model?

Jonatha Brooke—singer/songwriter extraordinaire and the hardest working woman in the music industry. She also has a fabulous flair for dressing.

Where do you draw inspiration from?

Jewelry, women, flowers, leaves, the way oil and water look together, tree bark, all things nature.


What is your fashion style?

A fabulous t-shirt—no surprise there. *To wear one is to understand.*

What organization do you enjoy contributing to?

I support Breast Cancer Charities of America, The Humane Society, and ASPCA.

For more information, visit annieturbin.com.



*“The best way to predict
your future is to create it.”*

ABRAHAM LINCOLN

REAL DEAL

As a North Shore native, **BONNIE TRIPTON** has been able to apply her intimate knowledge of the community and 17 years of experience in the real estate industry to facilitate over \$140 million in sales. The broker with @properties Christie’s International Real Estate is uniquely qualified to speak from a financial and strategic viewpoint about real estate. Before finding her passion for selling homes on the North Shore, she was a financial analyst at a top investment bank and brokered the sale of retail investment properties at a commercial real estate firm.

What is your best networking advice?

I grew up in Kenilworth in a community surrounded by adults that focused on family and friends. I invested effort into my community as a young person and leveraged these relationships to create opportunities in my career. I had been open to building quality relationships, and throughout my life, I have been trying to add value and assistance to others around me.

What influenced your path to success?

I treat my career as I would a marathon, and there is no right way to get to the finish line. My lifelong goal was to run in the Boston Marathon, which I did after having my first child. The challenges I faced in training gave me a framework to persevere through the difficulties of building my own business and to be flexible to the ever-changing market conditions. My goal was to become a top producer in one of the most luxurious real estate markets in the world and that is what I did!

For more information, visit bonnietripton.com.



“The best way to predict the future is to create it.”

PETER DRUCKER

VISIONARY COACH

ELLEN C. TAAFFE is a Clinical Professor and Director of Women’s Leadership at Kellogg School of Management at Northwestern University, where she teaches leadership courses and seminars. After many successful decades in corporations like PepsiCo, Royal Caribbean, and Whirlpool, Taaffe now serves as a Corporate Board Director, Executive Coach, and speaker. She is the owner of Ellen Taaffe Consulting LLC, earned her MBA from Kellogg and a B.S. from the University of Florida.

How do you impact your clients?

I coach individuals and teams to know who they are, to clarify their strengths, values, and goals. They set a vision for the future and identify how to get there. The feedback I most frequently hear is that I provide a trusted space and sounding board that helps people expand their mindset of what’s possible, identify their purpose, overcome self-doubt, and find the courage to step into and create a more meaningful, impactful future.

What influenced your path to success?

I once interviewed for a CEO role. After the interview, I said my goodbyes knowing that it wasn’t a fit. The recruiter called the next day confirming this with praise and an offhanded remark. They were surprised (and disappointed) that I answered their questions with people results first then business results. I bristled at first. A few days later, it hit me—what I care most about is the people; they drive the business. That clarity led me to become an Executive Coach, an advocate for board diversity, a professor, and soon an author.

What advice would you give to future Power Women?

Powerful women can take care *and* take charge. By doing so, we can change lives, including our own.

For more information, visit ellentaaffe.com

“You have to be proactive to win.”

UNKNOWN

LEGENDARY LEADER

ELLEN STIRLING is dedicated to fashion and philanthropy. Ellen assumed the presidency of The Lake Forest Shop in 1987—a family-owned business founded by her grandmother, socialite Margaret Baxter Foster, at its present address in Lake Forest’s Market Square in 1922. Under Ellen’s leadership, the retailer became more sophisticated—achieving record profitability. Ellen’s other passion is philanthropy—serving on local and regional boards, as well as chairing signature events. She founded “Access Chicago” with Mayor Richard Daley and Dr. Henry Betts, making Chicago more accessible for thousands of Chicagoans and visitors. This Power Woman’s many accomplishments led to her being the first woman in history named a “Local Legend” by the History Center of Lake Forest-Lake Bluff.

What is your business style?

Proactive, persistent, patient, and inclusive.

Who is your role model?

My grandmother, who started The Lake Forest Shop, Coco Chanel, and my uncle Condé Nast.

Where do you draw inspiration from?

From my family and from the wonderful team at The Lake Forest Shop.

What is your fashion style?

Polished and chic—ALGO of Switzerland—they have the most beautifully made clothes.

What organizations do you enjoy contributing to?

Our annual Shop Your Cause event, which supports 10 local and regional organizations. I am personally involved with Lyric Opera of Chicago, the Costume Council of the Chicago History Museum, Lake Forest Garden Club, Lake Forest Open Lands, and the Lake Forest College Oppenheimer Center for Entrepreneurship and Innovation.

What advice would you give to future Power Women?

Stay focused and never give up!

For more information, visit thelakeforestshop.com.



Navy blouse by
Max Mara

“Don’t be intimidated by what you don’t know. That can be your greatest strength and ensure that you do things differently from everyone else.”

SARA BLAKELY

INSPIRED TO MAKE AN IMPACT

MARA SHAPIRO SMITH began her legal career at Mayer, Brown & Platt in Chicago before joining the corporate strategy team at a Fortune 500 Company. After her twins were born prematurely, Mara decided to leave the corporate world to focus on her family. She never stopped thinking about what was next. In 2020, Mara followed her dream of starting her own company—Inspiro Tequila. Mara saw an opportunity to make an impact by adding another female perspective to the male-dominated spirits industry.

Who is your role model?

Inspiro is the Spanish word for “inspired,” and Inspiro Tequila is named in honor of my biggest inspirations, my grandmother and my mom—role models of confidence, loyalty, and determination.

What are the hardest lessons you have learned as an entrepreneur?

The hardest lesson I have learned is that things rarely go according to my plans. This has required me to become more flexible. Every day brings a new challenge, and I am constantly problem solving and pivoting. I may have honed my adaptability skills later in life, but I’m glad I did.

What advice would you give to future Power Women?

It is never too late to get started. Re-entering the workforce after years at home was really daunting. It took a lot of research to learn about a new industry as well as all the aspects of starting a company, but there are so many resources out there to help you get up to speed quickly. As prepared as you may be though, you can’t do it alone. Reach out to some of the many collaborative and supportive women’s organizations and surround yourself with inspiring female founders and leaders to help guide you on your journey.

For more information, visit inspirotequila.com.

HAIR BY BETTY FOLEY; MAKEUP BY ELISE BRILL

“Strong Women don’t have attitudes, we have standards.”

MARILYN MONROE



AUTHENTIC ADVISER

BRANDY SIMON is the founder and team leader of 42 Latitude Group with Engel & Völkers Chicago North Shore. She has been featured in *Chicago Agent Magazine's* Who's Who edition since 2020 and is the chairperson of the North Shore-Barrington Association of Realtors' Professional Services committee. Brandy's passion for real estate combined with her market knowledge, community involvement, and enthusiastic nature provides the perfect combination for buying or selling a home, as well as showcasing the North Shore luxury lifestyle.

What is your business style?

Authentic and passionate, yet tailored. As an adviser, my responsibility is to provide my clients with trustworthy market knowledge, honest advice, and a bespoke experience. I believe professionalism with a personal touch is what sets me apart.

How do you impact your clients?

The home buying and selling experience is a personal and emotional journey. I guide and advise my clients through the process to navigate the potential pitfalls, while outlining what to anticipate. When someone chooses you as their adviser, they allow you to be a part of their family throughout one of their most important journeys in their lives and that relationship does not simply stop. In many cases, my clients become my personal friends and lifelong real estate partners.

What is your best networking advice?

There is no "one size fits all" when it comes to networking. I have found that the best networking results are obtained by pushing yourself out of your comfort zone. Be consistent; be authentic; be the local expert; and nurture the relationships you already have.

What organizations do you enjoy contributing to?

I donate to the Special Olympics from every transaction and volunteer my time to Family Service of Glencoe as part of the Communications Committee.

For more information, visit 42latitudegroup.evrealstate.com.

“I am a strong believer in listening and learning from others.”

RUTH BADER GINSBURG

COMMUNITY CHAMPION

JUDGE ELIZABETH ROCHFORD has been an attorney for 35 years and a judge in Lake County for 10. Currently a sitting judge for the 19th Judicial Circuit Court and candidate of the Illinois Supreme Court, she has served in the criminal, family, and probate divisions. Her career has been guided by her parents who were dedicated public servants and established a model of service above self. Judge Rochford’s legal career is marked by experience in the courthouse, leadership in the legal and judicial communities, and by service in connecting the courts to the community. Judge Rochford’s tireless commitment to providing access to justice for all people, especially the poor and vulnerable, has been acknowledged by numerous recognitions including: The Ruth Bader Ginsburg Award; Woman of Influence Award; Access to Justice Award; Woman of Vision Award; Liberty Bell Award.

Who is your role model?

So many magnificent women and men have paved my path and inspired me, but no one more than my mother “LuLu” who was a model of intelligence, grace, and kindness.

What are your greatest wins?

A win is being witness to litigants navigating a complex and intimidating legal system to ultimate resolution that benefits all the parties, especially children.

What leadership communities have you found to be valuable networking tools?

I strongly encourage everyone to get involved in career-related organizations. For me it has been of enormous professional and social benefit to be a member and leader in bar and judicial associations.

What advice would you give to future Power Women?

Send a hand-written note on pretty stationery, to express admiration and gratitude to someone who has inspired you.

For more information, visit judgerochfordforsupremecourt.com





“There are no secrets to success. It is the result of preparation, hard work, and learning from failure.”

COLIN POWELL

COMMITTED COLLABORATOR

Twenty years ago, **KELLY DUNN RYNES** graduated college and used her economics degree to launch herself into the real estate industry and hasn't looked back. Today she is with Berkshire Hathaway HomeServices and continues to help families on the North Shore find their perfect home.

Who is your role model?

My family. They are salt of the earth, ethical, hardworking people. I am very blessed to have been raised by people who lead by example.

What is your business focus?

North Shore Luxury. My average sales price is north of \$1 million, closing most recently \$28-plus million in 2021. I have listed and sold notable North Shore homes including shoreline estates trading at \$9.5 million—which was above our list price!

How do you impact your clients?

I have great empathy for the stress of moving. I have bought and sold five houses in the last 15 years with three kids under the age of 12, all while maintaining a robust real estate career. I have great appreciation for the daunting task this can be at times and have fantastic firsthand advice to offer from all my personal experiences.

What are your greatest wins?

My favorite client testimonial 'Always enjoyable. Strategically experienced and collaborative. Fully committed.' It defines everything I strive to be for my clients.

What organizations do you enjoy contributing to?

I am a member of various nonprofit organizations and currently chair of their finance committees. Staying involved in these local organizations is something I am very passionate about.

For more information, visit chicagotothenorthshore.com.

Styling by Bayardo Estrada;
dress by Cult Gaia;
jewelry by Graziela Gems; and
shoes by Bottega Veneta

“You can never be overdressed or overeducated.”

OSCAR WILDE

HEALTH IS HAPPINESS

Years of experience working in an ER and ICU helped **MARA RADEN**, PharmD, FAOT understand that Western medicine as we know it is wonderful at providing acute care, but not so great at treating diseases at their root causes. As a result, she founded Raden Wellness, a progressive, functional medical practice focused on longevity and health optimization. She specializes in innovative IV therapies and longevity medicine—empowering her patients to live happier, healthier, and more energetic lives.

How do you impact your patients?

At Raden, we empower our patients to invest in their health and guide our patients in their journey, giving them a wealth of science-based knowledge regarding their health. It's integrative medicine—the science of creating health. It teaches us how to optimize the essential functions of our body to create balance. Our patients are those seeking a proactive approach to longevity and come from all walks of life. No matter where you are in life, restoration and prevention are of paramount importance for your health. Our patients' success in taking the steps—big or small—towards overall wellness enables our success and watching them thrive is frankly remarkable.

What is your fashion style?

Bold, urban, unique, and edgy.

What advice would you give to future Power Women?

Never stop learning, believe in yourself, and listen. While I was working in a hospital setting, I began to use my lengthy commute each day to further my education and understanding of integrative medical approaches. Today, I educate myself through integrative fellowship lectures, podcasts, and books. We often let our own prejudices and judgments get in the way, possibly due to external barriers, past experiences, or something of the sort. Cultivate trust and belief that your past has led you to where you are today.

For more information, visit radenwellness.com.



Silk blouse by Theory;
skirt by Nanushka, all from
Neiman Marcus in North-
brook; shoes by Zara.



“Fight for the things that you care about, but do it in a way that will lead others to join you.”

RUTH BADER GINSBURG

STAGING SUCCESS

Before diving into the real estate arena, **LISA ROME**, began her professional career as a fine artist and graphic designer. Her artistic foundation as well as her deep roots in the North Shore have been keys to her meteoric success. Now with Berkshire Hathaway HomeServices of Chicago, Lisa’s superior marketing, negotiation skills, loyalty, and dedication, have led to her reputation of making the buying or selling process stress-free for her clients.

What is your business style?

Creativity is in my blood. Whether it is creative marketing, creatively looking at the potential in a home, the way I construct an offer, or even making recommendations on paint colors and furniture placement to prepare a home to sell—my creativity spills over in all aspects of my profession.

How do you impact your clients?

I love what I do, and my clients feel that. I understand the gravity of change and that every client’s needs are different. I can visualize opportunities and think outside of the box to turn their real estate goals into a reality. I am a fierce negotiator when necessary and patient and enthusiastic throughout.

What is your best networking advice?

Network always, in all ways. Surround yourself with industry professionals who hold themselves to the same high standards. Keep a strong referral network. Stay consistent with your brand and always be a self promoter as well as look for ways to cross market.

What advice would you give to future Power Women?

Continue to pave the way for all the future Power Women. Continue to be brave and strong. Continue to support other women in their success. Continue to use your voice with confidence and conviction.

For more information, visit findyourhomewithrome.com.

“Develop success from failure. Discouragement and failure are two of the surest steppingstones to success.”

DALE CARNEGIE

CHANGE AGENT

As a lifelong resident of the North Shore and Chicago and fourth generation Chicagoan, **GLOROLIGHED** has roots in the community. Her 22-plus years of experience in real estate, most recently with @properties Christie’s International Real Estate, include residential sales, consulting, and relocation services, and she prides herself on knowing all the first-hand nuances of the wonderful towns that dot the North Shore.

Who is your role model?

I have always looked to the incredible women in my family—my two grandmothers and my mother, in particular. All are overachievers who never stopped learning and never knew the word ‘NO.’ They have consistently educated themselves throughout their lives, always enriching their minds.

What is your business style?

Informative and current—like to keep my clients ‘in the know,’ whether it’s the current market or what’s happening around town. Understanding the neighborhoods, helps educate my clients. Of course, a little humor goes a long way too!

What is your best networking advice?

Get involved! I love serving on boards throughout the Chicago area, spending time with friends and colleagues, and making time for people every day.

What is your fashion style?

Classic and colorful. My favorite store is Bunny & Babe in Winnetka. Fashion fun!

What are your greatest wins?


Honestly, my greatest win was landing at @properties. They are magic makers in the industry from technology usage to services and of course, leadership. I feel incredibly blessed to call it my home.

What advice would you give to future Power Women?

Take a moment to reassess your life regularly. Don’t get entrenched in the status quo. If you are comfortable in your life, make a change. These are the moments that create growth.

For more information, visit glorolighed.com.





“You are the sky. Everything else, it’s just the weather.”

PEMA CHÖDRÖN

INSPIRED TO EXHALE

Before starting their own business, **NICOLE ELIPAS DOHERTY** and **KATIE ROWE MITCHELL** found their corporate jobs stressful and were looking for a simple way to feel better at work. Their solution was Unfold, a 100 percent women-owned and operated workplace wellness company that offers office-friendly movement, breathing, and stress reduction programs. Unfold’s approach is rooted in the ancient practices of mindfulness, designed to support the well-being of busy modern-day professionals. Classes are done right at your desk, no change of clothes or equipment needed. Nicole and Katie created their company with the values of being sincere and authentic and enjoy bringing their classes to life through their online membership, Unfold Digital, or at the office through corporate services.

How do you impact your clients?

Through our classes, our clients feel better, work better, and live

better. We empower people to create peace in their minds and happiness in their hearts—one breath at a time.

What is your fashion style?

We love comfortable yet professional clothing that allows for movement and ease of breath. We work in a variety of industries from law firms and tech start-ups to libraries and schools—sometimes all within the same day! Our work clothing is practical and accessible, just like our classes.

What advice would you give to future Power Women?

Small changes create radical results. We believe taking care of yourself is **PART OF** your work, not an afterthought. Schedule wellness breaks into your day just like you would any other meeting, conference call, or appointment. Prioritize your well-being so you’re able to show up for your life in the ways that matter most.

For more information, visit unfoldwithus.com.

“It always seems impossible until it is done.”

NELSON MANDELA

Tan jacket by Veronica Beard; black skirt and top by Nanushka, all from Neiman Marcus in Northbrook.



DREAM LEGAL TEAM

As skilled family law attorneys, **MEGAN E. FALSAFI, Esq.** and **ANN LEONE, Esq.**, focus their practice at Strategic Divorce on complex financial litigation and child custody matters in high-asset divorces, including business valuations, various compensation structures, and correlated tax consequences. Their goal is to passionately advocate for their clients to secure the best outcome possible. Their skills, knowledge, and experience allow Megan and Ann to ground their clients' outcomes in realistic and pragmatic results and enable them to mitigate the negative emotional impact divorces have on the family.

How do you impact your clients?

Our goal is always to provide peace, empowerment, and confidence. No two cases and/or clients are the same, so we tailor our strategy and advice to meet each individual client's goal in their specific set of circumstances. We want our clients to have enough knowledge to feel empowered to make the best decisions for themselves to meet their goals in their family law matter.

What advice would you give to future Power Women?

Find out what makes you the happiest, go for it, and do not let go. Never give up!

What are the greatest wins that you will forever treasure?

When dealing with highly contested custody matters, our greatest wins come from zealously advocating for our clients and problem solving in a way that safeguards the integrity of the family and strengthens the family ties during an unstable period. We bring the same result-oriented and customizable approach to our complex financial cases, ensuring that our clients are left feeling financially secure and confident in their financial future.

For more information on Megan, visit strategicdivorce.com/attorney-profile/megan-e-falsafi-esq. For more information on Ann, visit strategicdivorce.com/attorney-profile/ann-m-leone-esq.



Blouse and skirt by Max Mara, from Neiman Marcus in Northbrook.

“Don’t spend time beating on a wall, hoping it will transform into a door.”

COCO CHANEL

STRATEGIC RESOLUTION

MICHONE J. RIEWER, Managing Partner at Strategic Divorce, knows that divorce is often one of the hardest life challenges a family can experience, so she has dedicated her career to providing highly personalized service during those difficult times. The lawyer who earned her Juris Doctor from Georgia State University College of Law, works alongside nine seasoned litigators to help their clients reduce the financial and emotional cost of divorce by making strategic decisions that promote resolution.

What is your business style?

Strong, direct, and assertive.

What are the hardest lessons you have learned as an entrepreneur?

Progress requires both clarity and hard work.

How do you impact your clients?

I provide my clients with a strategy and direction that gives them the confidence to move forward.

What is your best networking advice?

Just do it. Don’t forget that you are networking the moment you set foot outside of your house, so be alert and prepared for the next opportunity to allow your business to help someone.

What organizations do you enjoy contributing to?

I am on the board of Nicasa Behavioral Health Services—a nonprofit organization that provides a full continuum of mental health and substance abuse services, from prevention and early intervention and treatment to recovery. Nicasa also addresses additional behavioral health needs such as anger management, life skills, and gambling intervention. It is an amazing organization that helps people of all ages from all walks of life.

What advice would you give to future Power Women?

Help other women when you are able. We are powerful, formidable, and amazing. We need to help each other.

For more information, visit strategicdivorce.com.

Jacket by Ralph Lauren;
Pants by Ba&Sh from Val-
entina in Winnetka; boots
by Christian Louboutin

*“The art of life lies in a
constant readjustment to our
surroundings.”*

KAKUZO OKAKURA

THE ART OF ADAPTING

With a background in commercial real estate prior to joining @properties Christie’s International Real Estate and John R. Wood Properties, **LORI NIEMAN’S** real estate career spans 30 years. Born into a real estate family and later marrying a commercial real estate developer who took their family to Abu Dhabi on short notice, Lori has mastered the art of adapting. After years in the city and having raised their children on the North Shore, she excels in guiding her clients with their everchanging real estate needs. Having another residence in Naples, Florida, Lori is also the go-to real estate agent for anyone considering a primary or vacation home in the Naples area.

What is your business style?

My clients and friends know me to be a high-achieving multitasker and communicator. One thing I will never do is leave someone hanging. Being incredibly responsive goes a long way in any business, even if it’s just to say you’re working on it. Everyone’s time is valuable, so being able to multitask and communicate quickly, especially between two markets, is critical.

What is your fashion style?


Unless I’m on my early morning coffee run, you can usually find me in a great blazer with a comfy jean. I love the casual elegance of that combo, and with a statement piece of jewelry or shoe, it translates to any work or social environment.

What advice would you give to others starting in real estate or other Power Women?

Always be true to yourself and that will shine through. Be genuine and not in business for the short-term gains. Clients and friends see right through that. Build a business with longer-term goals in mind.

For more information, visit linktr.ee/loriniemanrealestate.





“If you are not willing to risk, you cannot grow.”

LES BROWN

MASTER BUSINESS ADVISER

KORIE MINKUS is an advocate for entrepreneurs and a growth expert for businesses. Minkus is the CEO and Founder of Rock Your Product®, the No. 1 Global Product Business Advisory and Growth Training Company. As a 30-year Fortune 500 consumer products thought-leader, global brand strategist, international speaker, and No. 1 Best-Selling Author, she provides sequence, clarity, and results. Featured in *USA Today*, *Success Magazine*, *Forbes*, *Vanity Fair*, *Condé Nast*, and on CNBC, Minkus generated billions in revenue, launched hundreds of products, and scaled brands globally.

How do you impact your clients?

Company growth has as much to do with acquiring sage business advice, as with people. We approach mentorship through conscious leadership and confident decisions. Our services are customized to optimize each business owners' strengths.

What are the hardest lessons you have learned as an entrepreneur?

As an entrepreneur, the buck stops with you. Entrepreneurship can be a lonely road of navigating choices, problem solving, and inspiring innovation. It's our job to build an infrastructure in our businesses. I have invested in industry mentors, partners, and collaborators to stay relevant. Humbly and confidently asking for help and approaching discovery through the eyes of the 'entrepreneurship university.'

What are your greatest wins?

Shaping how people create change. The difference with product-based business is that it can influence millions of people. A product can be part of every home. This is a profound responsibility. When I help a business achieve market share growth, I am proud, not only of the product's success, but of the people's success. My clients become better entrepreneurs, confidently creating their own impact.

What advice would you give to future Power Women?

People do business with people. Advocate and self-promote. Compete against yourself and collaborate with others.

For more information, visit rockyourproduct.com.

“Whatever good things we build end up building us.”

JULIA MORGAN, ARCHITECT

CONNECTING THE DOTS

JENNIFER M. MCGREGOR, NCIDQ, LEED AP's leadership within the national architectural design community began decades ago as an interior designer for hospitals, hotels, and commercial offices, and transitioned into global business development for premier design and technology firms. Connecting dots and networking is truly her superpower; she just happens to do that in a very cool industry. Today, Jennifer is a Managing Partner at SpaceIntel, a virtual facilities management software company.

What's on the horizon for technology?

Design is about what's next. How will we continue to amplify human connection? Technology and virtual reality will take us there. To see the advancement of technology in propelling connectivity, productivity, and accountability has been astounding. Hotel and restaurant brands and commercial real estate owners have the visibility and ability to interact with and manage any property within their portfolio through our remote platform— with or without an Oculus.

What is your personal style?

I purchased an iconic David Adler stable last summer, which I've been extensively renovating. A home filled with iconic Knoll furniture balanced with family heirlooms visually depicts my personal style—on trend but classic and edgy. Just when someone thinks they know me, I'll show up in a vintage convertible or start debating the headlights of a '46 vs. a '47 Ford. Being unpredictable keeps life interesting.

What is your best advice for future Power Women?

Do your research and be prepared. Keep in touch with your design professors, mentors, bosses, coworkers, and clients. I have been blessed with an unparalleled sounding board because I have fostered it continuously. Being curious and building authentic rapport is key.

For more information, visit spaceintel.ai.



“Success is no accident. It is hard work, perseverance, learning, studying, sacrifice, and most of all, love of what you are doing.”

PELE

Katie Moor and
Annie Royster
Lenzke

AWARD-WINNING AGENTS

ANNIE ROYSTER LENZKE and KATIE MOOR are proud to be a part of the award-winning team at the Dawn McKenna Group (DMG) with Coldwell Banker. Although both real estate agents call the North Shore home, making them local experts, DMG has six offices—Lake Forest; Winnetka; Hinsdale; Chicago; New Buffalo, Michigan; and Naples, Florida.

What is your business style?

Annie: Straightforward and thoughtful. I give my clients the same advice that I would give my family.

Katie: I am professional, polished, and prepared ... but I am also approachable and want my clients to feel as if they can have fun with the process.

Who is your role model?

Annie: My mom, Jean Royster, who is the hardest working person I know and a longtime top real estate agent.

Katie: My grandmother continues to be my role model and guiding

light. She instilled in me the belief that anything is possible.

What are your greatest wins?

Annie: We set a record in 2022—the highest sale to close in Lake Bluff in 15 years with the sale of our listing at 611 Lansdowne Lane.

Katie: This year, we had a number of wins that were hard fought in multiple offer scenarios. Being able to strategize and negotiate effectively in a competitive market feels really good.

What advice would you give to future Power Women?

Katie: Network with this amazing group of women and support and promote each other. We all juggle so much in this crazy life, and we have similar challenges—there is incredible value in connecting with others and knowing that while our journeys are all different, we are all in this together.

For more information, visit dawnmckennagroup.com or follow on Instagram @thedawnmckennagroup, @annie.royster.lenzke, and @northshore_katiemoor.

“Don’t you ever let a soul in the world tell you that you can’t be exactly who you are.”

LADY GAGA



DYNAMIC DUO

MEG MCGUINNESS and KATIE HAUSER make up the dynamic real estate team known as the Meg + Katie Group with Compass. The duo has guided hundreds of families through the buying and selling process on the North Shore and in Chicago. They pride themselves on bringing fun to the table while guiding their clients through the often stressful process of home buying and selling.

What is your business style?

We are prepared and confident in the value we offer. We are very hands-on with our clients, and we are communicative. We also have fun with our clients—a little humor goes a long way in often tense situations.

What are your greatest wins?

Watching our clients settle into their homes and fall in love with our community. Also, there is nothing more fun than watching kids pick out their bedrooms!

What is your best networking advice?

Don't think of it as networking. Make connections. Be authentic and connect with people and be a connector of people. Become a valuable resource of connections.

What organizations do you enjoy contributing to?

We are passionate about helping EVERYONE find a home, that's why we volunteer with Family Promise Chicago North Shore, teaching a class to people on the precipice of homelessness about tenant's rights, budgeting, how to be a good tenant etc.

What advice would you give to future Power Women?

The word 'power' can sound aggressive. Power and strength often lie in the quiet. Be a listener. You are most powerful when you are your authentic self. Be your own role model. Always be early. Always be kind. Learn from absolutely every success and failure. Be open to new ideas.

For more information, visit compass.com/agents/meg+katie-group.

*“Success is liking yourself,
liking what you do, and liking
how you do it.”*

MAYA ANGELOU

TIMELESS DESIGNER

JESSICA MARGOT started her namesake high-end boutique firm, Jessica Margot Design (JMD) over 18 years ago, resulting in countless long-standing client relationships. JMD specializes in incorporating classic and modern elements while maintaining excellent balance, proportion, and scale. Jessica loves to mix classic pieces, custom furniture, and unexpected finds, and strives to create unique and personalized environments for each project. She believes in a collaborative, holistic approach that leaves clients with a timeless design.

Who is your role model?

I don't have just one role model, but I recently attended a private women's dinner with some extremely powerful women. I was inspired by each and every one of them and walked away in awe.

What is your design style?

Classic with a twist.

Where do you draw inspiration from?

Nature, travel, architecture, materials, fabrics, fashion, and of course Instagram.

What advice would you give to future Power Women?

I've never found it more important as a woman as I have these last two years to have a thriving career.

For more information, visit jessicamargot.com.



“Never let the fear of striking out keep you from playing the game.”

BABE RUTH



ALL IN

CARRIE MCCORMICK has built her real estate business around one guiding principle: It's all about you. Over the course of two decades, the broker with @properties Christie's International Real Estate has sold more than \$1 billion in real estate and built an incredible network of trusted partners, bringing her clients top-tier service. She prides herself on being 100 percent available and understanding her clients' unique needs and wishes inside and out.

Who is your role model?

My mom. I was raised by a single mom who taught me that kindness always wins.

What is your business style?

I am available 100 percent to all of my clients.

How do you impact your clients?

I enjoy seeing my clients living in the home they love—enjoying life, laughing, and enjoying the true moments that matter together.

What is your best networking advice?

Talk to everyone; listen to what they have to say and provide value to them.

What is your fashion style?

Black, white, beige! I love to get dressed up every day. You never know where the day is going to lead you and I am always ready for it.

What advice would you give to future Power Women?

Be your own brand ambassador; follow your instincts because they are always right. Love what you do and be kind—success will follow.

For more information, visit carriemccormickre.com.



“Live large, dream big, and follow your passion.”

JEANNETTE LOMA

FASHION STATEMENT

NATHALIE LOMA is a designer with passion and a love for transforming lives through her designs. As a young child she learned to sew from her mother in Cameroon and fell in love with fashion before moving to the United States to pursue her education. Eventually Nathalie's love of fashion became her career. She believes that every fabric has a voice, and it is her calling to listen and design the right garment for each woman.

Who is your role model?

My mother is my role model because I saw her determination to succeed against all odds. With all her responsibilities she never let anything demean her spirit and instilled confidence in her loved ones. Watching her sew was magical and she showed me what it means to have fabric fall in love with my hands.

How do you impact your clients?

I know my clients understand my love for fashion and when they put their trust in me to design for them, I know they feel empowered and confident. I can only hope that they maintain that feeling of empowerment and allow their authentic selves to navigate life with faith.

What is your fashion style?

I don't have a specific style. I dress according to the feeling of expression. I may wake up feeling the color pink and that would decide my choice for that day.

What advice would you give to future Power Women?

Don't follow the trends. Make your own statement and stick by it. It's so easy to fall into the trap or copy what others are doing. Just remember YOU are unique and there is no one like you in the world.

For more information, visit nathalieloma.com.

Houndstooth pant and jacket by Altuzarra; blue dress by Armani, all from Neiman Marcus in Northbrook.

“You never get second chance to make a good first impression.”

WILL ROGERS



TEAM MANGEL

With a combined 50 years of North Shore living, **KATHRYN** and **KELLY MANGEL** are hometown experts in real estate, New Trier graduates, and have raised their families on the North Shore. Team Mangel with @properties Christie’s International Real Estate prides themselves on 24/7 availability, understanding the value of customer service, and finding creative solutions for each client. Prior to real estate, Kathryn and Kelly each worked for IBM and Aon, respectively, helping to develop their professionalism which can be seen throughout their real estate transactions today.

How do you impact your clients?

We have a 100 percent client retention rate when moving people to and from the North Shore. We grew up here, graduated from New Trier, raised our families here, are local experts, and love helping clients transition into North Shore living. We utilize our lifelong North Shore knowledge and relationships to enable our clients to love where they live.

What is your best networking advice?

Our business is a referral business. When you go above and beyond

for your clients, they will refer their friends, colleagues, and family.

What organizations do you enjoy contributing to?

With four Eagle Scout sons and a Girl Scout Gold and Bronze Award recipient between the two of us, the mantra of “do a good deed daily” motivates us to give back to our community and teach our children to do the same. We are both extremely involved in many community philanthropies, churches, schools, and as Neighbors of Kenilworth members.

What is your fashion style?

Our “on-the-go fashion” includes shopping locally—dresses from Bunny & Babe, clothes from Valentina, and vintage jewelry from Arch Vintage.

What advice would you give to future Power Women?

Be passionate about your goals and dreams, and work hard to achieve your aspirations.

For more information, visit teammangel.com.



“I oscillate between thinking I am crazy, and thinking I am not crazy enough.”

JOYCE CAROL OATES

THE ART OF HOSPITALITY

Driven by the diversity of the hospitality industry, **CECILIA LANYON** has a niche for innovative business models and business growth. With a degree in marketing and a certification from the Women’s Initiative for self-employment, she started her career working for a hedge fund, which eventually inspired her to open her first business in Lake Forest in 2012. Today, she owns and operates three restaurants and a fine art gallery—The Gallery, The Peanut Gallery, and The Lucky Duck, as well as a new bake shop—CREAM.

What is your business style?

I consider my business style democratic and relational. I always think of the quote "A rising tide raises all ships." As our business grows, so does our team and my success is my team’s success as it is a result of their collaborative hard work.

What organizations do you enjoy contributing to?

I am a big fan of the Deer Path Art League (best known for Art Fair on the Square and the Emerging Artists Exhibit) and have been connected to the organization for quite some time. My first experience with the Art League was as a 6th grader, when I sold my paintings in the Art Fair in Market Square. Most recently I served as the Director of the Art League for the past two years. This has been a tremendous experience and I am so honored to be a part of this organization.

What advice would you give to future Power Women?

The first and most important is to always be nice to people—always! The second is that even negativity can be used in your favor. Use everything that is thrown at you—every criticism or negative review—to your advantage. The best revenge is a successful life or business.

For more information, visit thegallerylf.com, thepeanutgallerylf.com, creambakeshoplf.com, and luckyducklf.com.



“Do not fear mistakes, there are none.”

MILES DAVIS

PERSONALIZED MEDICINE

DR. ANAT LANSKY received two bachelor's degrees in chemistry and psychology at Indiana University before earning her medical degree at St. George's University School of Medicine. She then went on to complete her Internal Medicine residency at Advocate Illinois Masonic Medical Center in Chicago, gaining much of the experience she now brings to patients at Dedication Health. She specializes in Internal Medicine and Women's Health through Dedication's concierge medical offices in Winnetka and Wilmette.

Who is your role model?

My father is my role model. He was a general surgeon and larger than life. Not only was he strong, but he was also compassionate and a great listener. I see his influence in everything I do, personally and professionally. He was a survivor in the word's true sense. Yet, nothing brought him down. My father was the perfect combination of strength and soul. I live my life with him over my shoulder as a protector and guider.


How do you impact your clients?

I treat my clients the way I'd like someone in my family to be treated, whether for a regular wellness visit or when they are scared and need a helping hand. Listening, taking the time to answer questions, and understanding patients' needs are fundamental to me. By nurturing a health experience built around them as individuals, we develop a meaningful care relationship that ultimately results in my ability to provide exceptional, personalized medical care. As a result, my patients feel heard, understood, more confident, and empowered regarding their health and wellness.

What advice would you give to future Power Women?

Never give up and go for the impossible.

For more information, visit dedication-health.com.



“Choose a job you love, and you will never have to work a day in your life.”

CONFUCIUS

PERFECT PAIR

With 60 years of combined real estate experience, **JEAN ANDERSON** and **DONNA MANCUSO** enjoy serving clients all along the North Shore with a primary focus on their own neighborhood—the Lake Forest/Lake Bluff area. This Berkshire Hathaway HomeServices Chicago team is known for its outstanding communication combined with experience, strong negotiating skills, and service.

What is your business style?

We have a very approachable style and are extremely hands-on in getting homes ready for market with a huge attention to detail. Educating buyers and sellers is a large part of what we do, and we are very straightforward and honest, even if it's what a seller may not want to hear. We like to provide a seamless experience and answer every text, call, and email as soon as possible. We have a successful

partnership because we are family and have so much in common as well as being like-minded in terms of our values and business philosophy. We love what we do and feel our individual touch is what distinguishes us from other agents.

How do you impact your clients?

We love helping our clients, working well with their specific needs to make sure they feel comfortable and that we have a cohesive plan for achieving their goals. Our clients are grateful that we take charge and follow through on every detail, taking the worry off their shoulders. It should feel like a seamless process throughout for the client, including quick communication, availability, and insight. Nothing brings us greater satisfaction than helping our clients navigate through the buying or selling process and getting to the next chapter of their lives.

For more information, visit andersonmancuso.com.

“Attention is the most important and scarce resource. You can train and strengthen it...”

MASTER HORA

BOLD BRAINSTORMER

HEATHER HEHMAN has developed her career at major advertising agencies like Leo Burnett and DDB. The now owner of Efficiency Marketing and Publicity credits her many years of working with these companies coupled with her education at the University of Michigan and her creative thinking, with her success. She further put her entrepreneurial skills to work, helping to create “Wilmette-onomics,” helping local businesses, and eventually opening her own business.

What is your business style?

I am an excellent listener. I hear what people tell me is important to them and I notice what is not said. I am also a collaborator. I start every project brainstorming with my clients.

What influenced your path to success?

Before Long COVID, an unknown virus left me horribly weak and in chronic pain. I tried everything to overcome it, with marginal results. Years later, I stumbled into a new exercise that was like magic for me. Now I am pain-free and strong. My motto? Anything is possible!

What are the hardest lessons you have learned as an entrepreneur?

There are only 24 hours in a day and even simple things take some amount of time.

What are your greatest wins?

Two things: 1) My work with Kashian Bros—one of my first and best clients. I’ve helped them grow a brand and redirect their marketing budget to get better results; 2) Starting TEDxWilmette—a community of local women dedicated to elevating the greater good through TEDx events.

What advice would you give to future Power Women?

Try a Practice HORA® fitness class. The well-being I got from their classes gave me the confidence to start my business and TEDxWilmette.

For more information, visit efficiencymarketingforgrowth.com.



“Forgive yourself for not knowing what you didn’t know until you lived through it. Honor your path. Trust your journey. Learn, grow, evolve, become.”

CREIG CRIPPEN

LEADING BY EXAMPLE

As a seasoned broker for more than 17 years with Coldwell Banker, @properties Christie’s International Real Estate, and Compass, **SARAH ELDER LYONS** has found a niche in balancing client transactions with family life, and volunteering. When she isn’t guiding North Shore clients in their buying and selling needs, the mother of three daughters has loved volunteering with her children’s schools: Kenilworth Union Church: A Joyful Noise Preschool, District 36-Winnetka and New Trier, and most recently as one of the Co-Chairs of The Auxiliary of the Woman’s Board of Rush University Medical Center Cooks’ Tour in September 2022.

Who is your role model?

My mom.

How do you impact your clients?

In real estate, buying and selling is an emotional process. I try to be there every step of the way. When you hire me, you get me 100 percent—heart and soul!

What are your greatest wins?

Seeing my three daughters’ successes in life. This year I also achieved a huge milestone, earning the RealTrends + Tom Ferry The Thousand top 1.5 percent out of 1.6 million real estate brokers in the United States, as published in *The Wall Street Journal*.

What is your fashion style?

I love fashion. I try to mix it up as much as I can. Our Compass office is next to J.McLaughlin, Sarah Campbell, and Bunny & Babe, so it’s easy and time efficient to shop there and support local. I also love Hermès for my accessories.

What advice would you give to future Power Women?

One day at a time. You must always have faith in people. And, most importantly you must always have faith in yourself.

For more information, visit compass.com/agents/sarah-elder-lyons.



“The most important investment you can make is in yourself.”

WARREN BUFFET

NATURAL BORN LEADER

Growing up in an immigrant family taught Coldwell Banker Realty Broker Associate **JENNY LIM-SPIGGOS** the most important thing in her business—work ethic. Having worked since the ripe age of 8 at her family’s retail business, she quickly learned that working with people and sales came naturally. With 18 years in the real estate business, Jenny is still proud to have a career doing what she loves.

Who is your role model?

My mother. She immigrated here and truly attained the American Dream. She would tell me that it didn’t matter that we were Asian women. We can do ANYTHING if we want; you just have to keep trying and learn from failure.

What is your business style?

Straight Forward. Exceptional Service. Exceeding Expectations.

What are your greatest wins?

That is a loaded question! I am so proud that I was able to build my business and provide for my family when addiction showered its wrath on us. Raising my kids in a not-so-perfect environment and watching them grow into good and respectful human beings is my best accomplishment. On a professional level, being recognized in *Crain’s* Most Notable Real Estate Brokers 2021 is something I am extremely proud of because I was chosen based on my ability to navigate through the uncertainty of the pandemic.

What is your best networking advice?

Go face-to-face with people. Make meaningful, significant, and personal connections. Make people feel important.

What advice would you give to future Power Women?

Do not be afraid of taking chances. Do what you love and work hard for it

For more information, visit thejp-group.com.

“If you want peace, work for justice.”

POPE PAUL IV

ELITE ESQUIRE

MEIGHAN A. HARMON is the Managing Partner of Schiller DuCanto & Fleck, LLP, an Illinois firm with a nationally recognized reputation for serving high-net-worth clients in family law matters. Meighan is part of an elite group of leaders in family law. She is an active member of the International Academy of Family Lawyers and the American Academy of Matrimonial Lawyers, having served as the President of the Illinois Chapter of the American Academy of Matrimonial Lawyers in 2011.

What is your business style?

I am direct—but with empathy. I work hard to stay curious when other’s words or actions don’t make sense to me. I find that with a little patience and a lot of questions, what is at the root of a person’s thoughts will make itself known. In order to really connect with clients and achieve their goals, knowing their ‘why’ is essential.

How do you impact your clients?

My primary focus in representing clients is to help them set themselves up for success in the future. It’s very easy for clients to stay mired in the past while struggling through the process of divorce—but the best results are achieved when clients are future-focused.

What are your greatest wins?

My treasured wins come in the form of former clients who reach out and tell me how well they (and their kids) are doing post-divorce.

What is your best networking advice?

Just do it! Some of the best networking I’ve done has been at events I dreaded and had to make myself attend. Keeping notes in my contacts is also invaluable to me. I’m terrible with names, but if I can refresh my memory with a few details about a person—it all comes back to me.

*For more information, visit
sdflaw.com/team/detail/meighan-harmon/bio.*

“Be fearless in the pursuit of what sets your soul on fire.”

JENNIFER LEE

Red pant by Alice & Olivia; heels Christian Dior, both from Neiman Marcus in Northbrook; necklace by J.Crew.

TIES THAT BIND

For nearly a decade, **ALI LERNER** has been bringing her passionate, empathetic, and strategic style to real estate in the greater Chicago area. As a lifelong North Shore resident, she is an expert who is committed to providing exceptional value and the highest level of service. Ali, a realtor with Compass, received a B.S. from the University of Wisconsin and master's certification in digital media from the University of Chicago. She is an Accredited Buyer Representative (ABS) and Seller Representation Specialist (SRS).

Who is your role model?

Ruth Bader Ginsburg is one of them. She defied all odds in so many walks of life and held strong to her beliefs about fairness and equality.

What organizations do you enjoy contributing to?

I am extremely passionate about banning assault rifles, and I'm involved in several groups to help people and communities affected by mass shootings, like HP Strong. I also believe mental health is grossly neglected in our country and that has to change.

What are your greatest wins?

Every single client leaves a tremendous and unique impact on me. I treasure that our bond extends far beyond the sale. I am proud that I was able to successfully persuade two different homeowners to sell their unlisted homes, in such a limited inventory market, to my grateful buyers.

What is your best networking advice?

Networking is crucial in any business but especially in real estate. Today's realtors are expected to be highly resourceful and able to provide trusted vendor recommendations. You have to get to know local businesses and vendors to understand their range of services and the quality of their work.

What advice would you give to future Power Women?

Always be kind, stay humble, and keep learning. Knowledge really is power.

For more information, visit alilerner.com.



Dress by AKRIS from
Neiman Marcus in
Northbrook.



“Find out what the next thing is that you can push; that you can invent; that you can be ignorant about; that you can be arrogant about; that you can fail with; and that you can be a fool with. Because in the end, that’s how you grow.”

PAULA SCHER

INSPIRE CHANGE

As one of the founders of full-service experience design studio, Luci Creative, CEO **AJ GOEHLE** leads the 40-plus team members to design and build museums and visitor experiences that spark discovery, activate connection, and inspire change. Under her leadership, Luci Creative has earned a position on *Inc.* 5000 2022 list of America’s Fastest Growing Companies. Prior to founding Luci Creative, AJ worked in advertising and as a designer in the cultural, sports, and entertainment industries. In 2022, she became majority owner, making Luci Creative a Woman Majority-Owned Business. AJ serves as the President-elect of the Eastern Board for Themed Entertainment Association, she is the Co-Chair of the Traveling Exhibits Network for the American Alliance of Museums, and is a member of the Women Presidents Organization.

What is your business style?

Luci Creative is an environment that is in a perpetual state of innovation. I care about my team and lead from the heart. I believe the best leaders are those that remain engaged with their people, seeing where to provide support and when to inspire improvement. They are agile, communicative, and make changes necessary to create shared success.

What are the hardest lessons you have learned as an entrepreneur?

As an entrepreneur, it’s important to never settle and to always think about ‘what’s next?’ or ‘how can we improve?’ By surrounding myself with other experienced CEOs and entrepreneurs who share their own lessons learned and hold me accountable, I have invested in the mindset of ‘never stop learning.’

What is your best networking advice?

Business relationships are like friendships—they can’t be one-sided. Don’t wait for people to call you; reach out to them first!

What advice would you give to future Power Women?

Know your power and trust your instincts. Find your voice, and use it, but make sure you’re an active listener. Take responsibility and hold yourself accountable for your future you envision for yourself and your team.

For more information, visit lucicreative.com.

“Every woman’s success should be an inspiration to another. We’re strongest when we cheer each other on.”

SERENA WILLIAMS



CUSTOMIZED CLIENT EXPERIENCE

After successful careers in sales, the stars aligned in 2012 and both **COCO HARRIS** and **APRIL CALLAHAN** landed at The Hudson Company of Winnetka. When The Hudson Company merged with Compass, which specializes in the luxury residential real estate market on Chicago’s North Shore, in 2018, Coco and April partnered to create The Coco & April Group. Today, they pride themselves on their ability to emphasize a highly customized client experience and an endlessly flexible marketing paradigm for their clients.

What is your business style?

Our go-to M.O. is to have fun. While buying and selling real estate is an incredibly serious endeavor, we also believe that doesn’t preclude fun and laughter to be a part of the process.

How do you impact your clients?

We strive to make sure our clients feel grateful that they had the opportunity to work with us. We are certainly grateful for them. By the end of each transaction, our clients know they can depend on us. They learn that they can trust us and rely on us completely to not only help them with the sale or purchase of their homes, but we go above and beyond and support them emotionally and in many other ways as well. Our clients know we always have their back.

What advice would you give to future Power Women?

Surround yourself with other successful women whom you admire, even if they are in a different industry, and listen and learn from them. Find a female mentor, in your industry whom you admire, and learn from her successes and mistakes—and then pay that forward to the next generation of women.

For more information, visit compass.com/agents/cocoandaprilteam.

Dress by Brunello Cucinelli;
heels by Christian Dior from
Neiman Marcus in Northbrook.



“Your value will be not what you know; it will be what you share.”

GINNI ROMETTY

EMPOWERING OTHERS

LAURA GEORGE is the founder of Laura George Consulting (LGC), a high school and college consulting and tutoring firm. Prior to her work in admissions, George earned her B.A. in Psychology from Duke University and her MBA from Kellogg at Northwestern University, where she also served for two years as a full-time member of the Admissions Committee. Throughout her career, she has accumulated extensive writing and marketing experience and has developed focused expertise in the college and MBA admissions processes.

What influenced your path to success?

I owe my success to equal parts entrepreneurial spirit, passion for empowering others, and serendipity. When my part-time sitter asked for more hours six years ago, I agreed, but I felt compelled to do something productive with that extra time. I had been providing customized ACT tutoring and college and MBA essay coaching as a sole proprietor for a decade. During that time, I had noticed many area tutoring firms as well as independent essay coaches and college consultants, but no one provided a sole source of trusted expertise throughout the journey to college. I founded LGC to fill that void by providing customized guidance and solutions to help each family feel confident in charting a clear path forward to their child's best-fit colleges.

What are your greatest wins?

Observing the spark of confidence that begins to dance in a student's eyes after they master a difficult ACT/SAT concept. Discussing a student's true interests and helping them brainstorm an essay topic that perfectly embodies their unique spirit. Helping families and students understand that their best-fit colleges do not have to come from a specified list or align with anyone else's vision for them.

For more information, visit laurageorgeconsulting.com.

“Do your little bit of good where you are; it’s those little bits put together that overwhelm the world.”

DESMOND TUTU

HOPE BLOSSOMS

In 2014, mental health advocate **KATIE FORD’S** life took a turn that would forever put her on a path to help others. The mother of four and founder of Flowers by Katie Ford found herself struggling with Obsessive Compulsive Disorder (OCD), including intrusive thoughts and anxiety. This event coupled with the death of her beloved brother to suicide in 2006 forced Katie to look deep inside and make changes to her daily life, eventually leading to founding her eponymous floral business. Katie continues to grow her business today and spread a message of hope by sharing her own struggles with mental illness with others.

Who is your role model?

I don’t have one specific role model, but rather fragments of so many people that make the world **BEAUTIFUL**.

What is your business style?

Fresh, fun, and genuine.

How do you impact your clients?

I hope my clients feel like they made a new friend after working with me. I know I feel that way about them.

What is the hardest lesson you’ve learned as an entrepreneur?

You can’t please everyone, no matter how hard you try.

Where do you draw inspiration from?

My children and the world around me.

What is your fashion style?

Sporty and casual.

What advice do you have for future Power Women?

Be genuine and real. It’s the only way to be.

What organizations do you enjoy contributing to?

I support many mental health organizations: Josselyn Center, Erika’s Lighthouse, LEAD, Paws for Patrick, NAMI, Stop Soldier Suicide, and International Mental Health Awareness Day. I also support local nonprofits like Spirit of 67, LFHS Boosters, the Lurie Children’s Hospital Pro Amateur Golf Championship, Elawa Farm, Church of the Holy Spirit. I am a lululemon legacy ambassador and a Lake Bluff Little League Sponsor. And starting in 2019, I also created an event called “Break the Stigma” in honor of World Mental Health Day.

For more information, visit flowersbykatieford.com or follow her in Instagram at [@flowersbykatieford](https://www.instagram.com/flowersbykatieford).





“We need women who are so strong they can be gentle, so educated they can be humble, so fierce they can be compassionate, so passionate they can be rational, and so disciplined they can be free.”

KAVITA RAMDAS

FOR FAMILY AND FAITH

Prior to coming to The Geldner Center **JULIANNY Y. GELDNER, J.D., LL.M.**, practiced law, specializing in medical malpractice defense. She became COO and CFO of The Geldner Center, a renowned plastic surgery practice with centers in Hinsdale and Chicago, in 2003 and continues to dedicate her time to her family, faith, and the patients at The Geldner Center.

Who is your role model?

My husband, Dr. Peter Geldner, is my role model. He is completely devoted to his patients as well as his staff. His work ethic is incredible, not only does he try to always do the right thing for his patients and staff, but he devotes 60 to 70 hours per week working with his patients and staff. He works that much to ensure that all patients get the very best care from their first appointment to their last post operative visit.


Where do you draw your inspiration from?

I draw my inspiration from my sons, Nathan and Aaron. They are compassionate, intelligent, ethical, hardworking. I speak to them almost every day and always feel lighter and happier after our conversations.

What organizations do you enjoy contributing to?

I am currently in my third year as the President of the Board of Directors of West Suburban Temple Har Zion in River Forest. I am also on the Board of Governors of the Chicago Service Club. Previously, I have been President of the Willard School District 90 PTO, a Member of River Forest District 90 School Board, and President of the River Forest District 90 School Board. My volunteerism revolves around my family and my faith.

For more information, visit mygeldnercenter.com.



“Whatever you do, always give 100%—unless you’re donating blood.”

BILL MURRAY

PARTNER FOR PERFECTION

Buying and selling a home is an enormous investment decision and finding a real estate professional who will guide you through is key. **LYN FLANNERY**, a broker with @properties Christie’s International Real Estate promises her clients that she will deliver. With more than \$180 million of sales on the North Shore and 25 years in the local community, Lyn’s determination, experience, and listening skills make her the perfect partner for buying and selling on the North Shore.

What’s your best networking advice?

Be yourself and do what you love. Some of my best networking occurred while sitting on the sidelines at my kids’ sporting events. This community is filled with the most interesting people, and you never know when you’ll make a connection. Years ago, when I was the Marketing Director for Peapod, I was talking with a neighbor at our block party and it just so happened that he was the Marketing Director for Ameritech, an early investor in Peapod. Because of that single conversation, Peapod was featured in a 30-second television commercial that aired during the Super Bowl. Our little start-up company could never afford anything like that, and the result was a sharp increase in membership.

What advice would you give to future Power Women?

I think “power” means different things at different times in your life. When I graduated from University of Chicago Booth, I thought that power was about rising higher in the corporate world. When I became a mother, I thought power was about making my kids do what I thought was best. As I have aged and experienced life’s many twists and turns, I realize that power is quickly identifying the changing circumstances and responding graciously to ever-changing plans.

For more information, visit lynflannery.com.

Black strapless dress by
Alexis from Lillie Alexander.



“Life isn’t about waiting for the storm to pass. It’s about learning how to dance in the rain.”

VIVIAN GREENE

GLOBALLY INSPIRED

Chicago native and proud member of the American Society of Interior Designers (ASID), **KIM FLASHNER** prides herself on providing a level of quality, style, and attention to detail that is hard to match. The Harrington Institute of Design trained designer and owner of Kim Flashner Interior Design Group LLC has more than 20 years of experience in everything from simple home interior renovations to large-scale interior office design and residential projects.

Who is your role model?

Without a doubt my mother. She has always been a successful businesswoman and an incredible mother to her four children and her nine grandchildren. When I was growing up, she opened a retail store in my hometown that featured local artists. I was always inspired by her ability to have it all.

What is your business style?

Straight-forward informative design. It is the designer’s ability to identify the client’s style and help weed through the numerous choices that are out in the marketplace.

Where do you draw inspiration from?

I constantly travel and love to be inspired by the history and future ideas from around the world. This summer I was in Dubai and was completely floored by the innovation of technology with design. I am delighted to see the use of color coming back to interior design.

What organizations do you enjoy contributing to?

This past year I worked on putting together a designer showcase house named “Adler on the Park.” It was a vintage David Adler house built for a survivor of the Titanic. Together with 40 Chicago area interior designers, we raised money for two charities. It was always on my bucket list, and I feel very pleased with my contribution.

For more information, visit kimflashnerinteriorsgroup.com.

“Don’t sit down and wait for the opportunities to come. Get up and make them.”

MADAM C.J. WALKER



POWERFUL PAIR

With nearly 20 years of experience in the real estate business between them, **ANNIE AND MADDIE FLANAGAN**, brokers with The Flanagan Group and @properties Christie’s International Real Estate, know the ins and outs of the Chicago and North Shore real estate markets. The duo has created a highly personalized, full-service boutique experience where their clients’ specific needs and interests are at the heart of everything they do—all while paying attention to every detail.

What is your business style?

We believe in the importance of relationships and having open communication. That goes for communication with clients and within our team—it creates trust for a healthy working relationship. We always lead with integrity and honesty, even when having difficult or uncomfortable conversations.

Who is your role model?

Annie: We have two women in our family who excelled in real

estate and inspire us. My mom was in the real estate business for over 40 years, and my mother-in-law, also Maddie’s grandmother, worked in real estate for many years. They were both successful women in business who paved the way for us by showing hard work, dedication, and balance to both their careers and families.

What is your best networking advice?

Get involved with your community—in schools and anything near and dear to your heart. Volunteer, be social, and don’t pass up a new opportunity to help and meet new people in new places!

What is your fashion style?

We laugh about how we are always matching in some way, whether it be a similar print on a dress or top, or white jeans in the summer. We have similar styles and love design, clothes, and fashion and have fun with our work attire.

For more information, visit atproperties.com/teams/607/the-flanagan-group.

“So, dream big, ask for help, embrace failure, take the shot, and continue to climb one step at a time.”

KEN COLEMAN



AN EYE FOR TALENT

CAMILLE FETTER is the Founder and CEO of Talentfoot Executive Search & Staffing. Her life mission is reflected in the firm's mission to both enable and motivate people to find fulfillment through work that adds a new layer of meaning to their lives, and set them up for continued success in the new, blended workplace. As an executive recruiter for nearly 20 years, Camille has a track record of helping build difference-making leadership teams for high-growth organizations—from Series B-funded startups, private equity and venture capital firms to Fortune 50 brands, advertising and marketing agencies, and SaaS providers.

Who is your role model?

My role models are my mom and dad. I owe the drive and confidence I had to start Talentfoot at 28 years old to them. Their steadfast support and guidance taught me that anything is possible with hard work, determination, and smart, strategic thinking. I am not sure that Talentfoot would be here today without them!

What influenced your path to success?

I quickly realized that changing lives for the better would be my lifelong mission, after volunteering at a crisis line that provided support for domestic violence, suicide prevention, and gender and sexual identity issues in the Denver metropolitan area. To this day, the crisis line remains one of the most profound experiences of my life. It influences how I view the world, my interactions with others, and how I define empathy and kindness.

What advice would you give to a future Power Woman?

Never lose your confidence or take it for granted. And if you haven't found your inner confidence yet, good news—it's a learned skill and I believe it's never too late. My parents prioritized building my confidence throughout my childhood and as a result, it is important to me to help both children and adults develop or regain their confidence.

For more information, visit talentfoot.com.



*“Never get so busy making a living,
that you forget to make a life.”*

DOLLY PARTON

STELLAR REPUTATION

ANNE DUBRAY is the President of The Anne Advantage with Coldwell Banker Realty. For 35 years, Anne has been selling real estate on the North Shore, specializing in the Village of Glenview. She prides herself on her negotiating skills and positive relationships with clients and other brokers.

What is your business style?

I consider myself to be honest, direct, and truly professional. I know the market and move quickly for my clients.

What is your best networking advice?

Life is all about showing up. Get out there in your marketplace and sponsor clients' causes when asked. Be a part of the community that you sell in. Take care of your past clients, they truly are the best source of referral business. Pick up the phone when dealing with other agents, not only do you gain negotiation power, but you build a relationship with the other agent.


What are your greatest wins?

The reputation I have built. I have always done what was right and treated my co-workers and competitors with utmost respect. I believe most people would say positive things about me.

What is your advice for future Power Women?

Although there are days that are very lonely at the top, a true leader takes the time to mentor and respect the efforts of others in their industry. Have some fun and take the time to visit with others in your business world when time allows.

For more information, visit anneadvantage.com.



“Just one small positive thought in the morning can change your whole day.”

DALAI LAMA

NATURALLY INSPIRED

A graduate of the Harrington School of Design, **SARAH DIPPOLD** has spent the last 15 years as Principal of her small design firm, Sarah Dippold Design, servicing clients locally and nationally. She is known for her tailored, neutral interiors, and her work on commercial projects, including the Hometown Coffee shops. Sarah Dippold Design is a full-service interior design firm located in Winnetka.

What inspires you?

Nature, travel, art, my family, and so much of the world around me. I've lived in Colorado, as a result the mountains and outdoor lifestyle are a huge inspiration. In Chicago, there are the most beautiful beaches! Nature grounds me and recharges me. My clients are another source of inspiration. They each bring unique goals, lifestyles, and personalities to our projects.

What is your signature style?

Style to me is an intuitive place where we as individuals feel comfortable—an expression of who we are and what we value most. My clients come to me with a unique sense of style, however, they are drawn to my aesthetic which I describe as tailored, yet textured and full of earth tones set against neutral palettes. I'd like to think it's timeless!

How do you impact your clients?

The goal is to create environments that celebrate the experience of living. I believe that our homes should be a place that comforts and nourishes us—a retreat to experience with the ones we love. I work hard to elevate this experience and to create spaces that evoke a calming response.

For more information, visit sarahdippold.com.



“Attitude is the little thing that makes a big difference.”

WINSTON CHURCHILL

LUXURY LISTER

JODY DICKSTEIN with @properties Christie's International Real Estate is known as the "Luxury Home Lister," not only for the homes she lists but by giving her clients the service they are accustomed to. She specializes in homes ranging from \$500,000 to \$10 million and has cultivated expertise on the North Shore. She has the ability to do home makeovers for her clients and is also highly skilled as a stager. Part of her exemplary service includes accompanying all her listings. She has 23 years as a top listing agent and in 2021 was named a *Crain's* Notable Real Estate Broker, and among the top 50 Chicago brokers and in the top 1 percent in residential sales volume for @properties.

What is your business style?

I take a serious approach with clients. I am a tough negotiator and I stay on top of the market.

What are your greatest wins?

For me, I am jobless if someone doesn't hire me. Every hire is a win. I am so appreciative of the business that comes my way. Making buyers and sellers happy is my ultimate win!

What is your best networking advice?

Stay in touch with past clients. They might not move but they will refer business to you.

What advice would you give to future Power Women?

Every day I get up around 5:30 a.m. and I get dressed and ready for success. You never know when you are going to be called out for an appointment so be ready.

For more information, visit thedicksteingroup.com.

“Whether you think you can or you think you can’t, you’re right.”

HENRY FORD

POWER OF POSITIVITY

DR. SARA DICKIE is a board-certified plastic surgeon who has practiced on the North Shore for 10 years. The owner of Surgical Aesthetics + Reconstructive Arts completed her training at the University of Chicago. With a passion for excellence, Dr. Dickie enjoys performing reconstructive procedures for skin cancer and facial cosmetic surgery.

How do you impact your clients?

My goal is to take care of my patients’ medical and surgical needs while simultaneously providing positivity and reassurance. Surgery is an incredibly scary thing for people, and many undergoing a procedure do not have a choice. I empathize with that very much; I, myself, was afraid of needles until residency! Whether people are in search of a physical renewal from the aging process, the effects of pregnancy, cancer, or trauma, I help to guide their journey and hopefully make it a pleasant and rewarding experience, one that is truly life changing.

What are the hardest lessons you have learned as an entrepreneur?

My practice has grown a lot in the past 10 years, and I recently opened my own private office and procedure suite. The satisfaction of achieving this goal is unparalleled. However, it came with the difficult realization that I cannot do it all and I’m NOT good at everything. I’ve had to learn patience and to trust my team so we can maximize our talent and capabilities.

What advice would you give to future Power Women?

Ride out your worst day; don’t make any decisions or declare an ultimatum when you are in a self-deprecating mood. It’s like starting a diet when you are mad at yourself, it’s not going to work. We create a more expansive future for ourselves when we feel empowered. That is the best time to make plans.

For more information, visit sara.surgery.com.



*“There is a crack in everything;
that is how the light gets in.”*

LEONARD COHEN

THE POWER OF HEALING

HOLLY CURTIS has dedicated her life to helping others recover from eating disorders and thrive. The founder of Holly’s Healing Heart graduated from Northwestern University with a degree in Psychology and is a CCI Certified Eating Disorder Coach trained by the renowned Carolyn Costin Institute and a live-in companion for The O’Connor Professional Group. She brings with her not only the experience of being an expert in the field but also 28 years of personal recovery from anorexia nervosa and bulimia nervosa.

What influenced your path to success?

The phrase ‘Lead with Love. Love heals. Love endures,’ particularly resonates with me. My childhood abandonment caused me to fear love and attachment. Creating a safe foundation for myself through honoring my choices, having a family of my own, and reconnecting to my soul was the medicine I needed to heal myself. I shift my clients toward recovery by touching their souls with love, compassion, and understanding. I walked in their shoes and help them lift their shame and pain by being transparent about my eating disorder journey and recovery.

What are your greatest wins?

Gaining the trust of a severely anorexic teen, who lost her mother to suicide and refused inpatient treatment because she spent most of her childhood in institutions, was a huge moment for me. I lost my mother to suicide at age 14 and then lived at boarding school. Through the bond of shared experience and direction of her clinical treatment team, I was able to weight restore her while she lived at home.

What advice would you give to future Power Women?

You have the power to choose the direction of your life at any moment. What you believe you can achieve.

For more information, visit hollyshealingheart.com.



*“Every leaf that grows will tell you:
what you sow will bear fruit, so if you
have any sense my friend, don’t plant
anything but love.”*

RUMI



REBELLIOUS ROMANTIC

Visionary founder & CEO of Petal, **CANDICE CRANE**, balances the joy of homelife with three rosy-cheeked rebel girls and her husband, with running the successful organic sparkling beverage company focused on flower-powered goodness. Although raised in Chicago, Candice’s roots take her back to her birthplace, South Africa, where she spent summers surrounded by the beautiful landscape and her amazing family.

Who is your role model?

I come from a very entrepreneurial family. My grandfathers and my dad were successful business owners, and my grandmothers and my mother ran the household. I like to think that in this modern-day world I am very grateful that I can be both, own and run a business and be active in my household simultaneously. They all instilled in me the importance of a positive work ethic and keeping a loving home, and I have replicated both these things in my business and with my growing family.

How do you impact your clients?

The loyal Petal customer is passionate about making positive steps for their mental and physical wellness. Petal is made for the retired sugar indulger, wellness warrior, sober, and sober curious movement. I receive emails daily thanking us for delivering a sober alternative to the spiked seltzers. People have actually cut back on their daily drinking by replacing their glass of wine with a glass of Petal. I hope that however people experience Petal that they truly find a moment of mindfulness and a moment to stop and sip the botanicals.

What are the hardest lessons you have learned as an entrepreneur?

How to deal with rejection. The beverage industry is not for the weak. Sometimes, it is hard to see that a ‘no’ is just a ‘not now.’ Remember your WHY and hold your head up!

For more information, visit drinkpetal.com.



Dress by Self Portrait from
Bunny & Babe.

*“You are never too old
to set another goal or to
dream a new dream.”*

C.S. LEWIS

EVENT EXTRAORDINAIRE

Ten years ago, **STEPHANIE COOK** founded The Creative Planners—an event planning company that specializes in weddings. Although Stephanie had years of experience in the industry, she never envisioned it would grow to become the business it is today. Before starting the company, she worked in catering in Miami. Upon moving to Chicago, she found herself coordinating events for volunteer and nonprofit organizations and fell in love with event planning all over again.

How do you impact your clients?

One aspect I love about weddings is how personal they are. By the time the wedding is over, you have become part of the client’s family. Our goal is to create the most perfect day possible for them, but the true joy is transforming their visions and dreams into reality. It is important to emphasize that this does not happen all by itself—it comes from a lot of hard work. Fortunately, I am also blessed with an incredible team and wonderful vendors that all contribute equally to helping create these magical events.

How are you most impacted by your clients?

Needless to say, watching the bride walk down the aisle after we have been together for over a year still brings tears to my eyes. That said, my favorite part of the day continues to be bringing the bride and groom into the reception room and seeing their heartfelt emotion and reaction to that first look. The love and happiness that I get to see in that deeply personal and unforgettable moment for the couple brings me such immense joy. I am beyond grateful for all my wonderful clients who make this truly a ‘labor of love.’ I am truly blessed!

For more information, visit thecreativeplanners.com.

“Women are like teabags. We don’t know our true strength until we are in hot water.”

ELEANOR ROOSEVELT

TAILORED TO SUCCEED

As a 33-year resident of Lake Forest and a seasoned real estate professional with more than 25 years of experience, **KIKI CLARK** recognizes the value and trust her clients place in her and strives every day to exceed their expectations. The Berkshire Hathaway HomeServices associate who partners with Polly Richardson, prides herself on unparalleled client service and listening to her client’s unique needs to form an individualized plan to meet their housing objectives.

What is your business style?

Honest with enthusiasm. I believe in a professional approach, attention to detail, great networking, and strong communication.

How do you impact your clients?

I feel my clients truly appreciate my hard work and knowledge of real estate and they let me know with the positive feedback they give me. I am grateful for the lifelong friendships.

What is your best networking advice?

Networking is huge. It is very important to develop relationships within the real estate industry, as well as the local community. I definitely have felt the advantage of knowing the realtor on the other side of the transaction.

What organizations do you enjoy contributing to?

I just stepped off our BHHS Kindness Foundation where I served as our Office Ambassador for the past three years. The foundation supports local initiatives that improve the communities we serve. I give my time and attention to Elawa Farm Foundation, where the community comes together through food and agriculture with a sustainable farm, weekly market, learning kitchen, and educational programming.

I volunteer in the kitchen on occasion, entertain my clients at their farm dinner events, and support the garden market. It is one of my favorite spots in Lake Forest!

What advice do you have for future Power Women?

Work hard; put the time in; meet as many people as possible; and be kind to everyone.

For more information, visit kiki.clark.bhhschicago.com.



Dress by Brunello Cucinelli;
shoes Bottega Veneta from
Neiman Marcus in Northbrook.



“I’ve learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

MAYA ANGELOU

AN ARTFUL TOUCH

With an economics degree from Northwestern University and an MBA from the University of Michigan, **CYNTHIA BURR** held executive positions in finance and marketing in the corporate world before opening Vivid Art Gallery. Her lifelong passion for art led her to launch the fine art gallery in Winnetka, which is celebrating six years this month. As a leader in the Hubbard Woods Design District, she also began the successful First Friday event there.

What is your business style?

Relationship building. After unsatisfying, impersonal visits to many art galleries, my goal when I opened Vivid was to create a better art purchasing experience. The physical space I have created is warm and inviting. I am there myself almost every day, so that I can personally greet everyone who walks in and do my very best to put them at ease. My priority is not making a sale but to make people comfortable with the process of looking at, relating to, and buying art.

What is the best part of your job?

It’s such a joy to find the perfect match between our artists’ work and our customers. Sometimes that happens right away, where someone walks in and sees a painting that they love. Other times I need to learn which artist’s work “speaks” to them, and then find the right piece. That’s magic!

What organizations do you enjoy contributing to?

The organization closest to my heart is La Casa Norte, which provides housing and support services for youth and families confronting homelessness in Chicago. Based in Humboldt Park, it has acted as a catalyst to change lives for 20 years. As co-chair of its Emeritus Board, I’m incredibly proud of the work this organization does.

For more information, visit vividartgallery.net.

“Do not go where the path may lead, go instead where there is no path and leave a trail.”

RALPH WALDO EMERSON

CONCIERGE REAL ESTATE SERVICE

With 10 years of experience in the real estate industry, **SUSAN BURKLIN** brings a valuable skillset to each sale. Clients refer to the @properties Christie’s International Real Estate broker as professional, tenacious, savvy, and determined. Having grown up in Highland Park and raised her four children there, Susan’s knowledge of the North Shore, her work ethic, and strong relationships have helped shape her into one of the area’s top producers. Susan is a Certified Negotiation Expert and in 2020, she became a Road to Rolex recipient—@properties highest honor.

Who is your role model?

Barb Hondros. She was an @properties agent who passed away in 2018. Barb was my mentor and a dear friend. Her knowledge and expertise in real estate, as well as her kindness, have helped shape my career.

What organizations do you enjoy contributing to?

Lemons of Love—it was Barb’s charity of choice and I support it in her memory.

What is your business style?

Professional. I provide extensive concierge service for my clients and guide them throughout the entire process whether they are selling or buying a home.

How do you impact your clients?

They know they have someone who will be their real estate resource for life, not to mention a friend.

What is your fashion style?

I love pretty shoes!

What advice do you have for future Power Women?

Answer your phone.

For more information, visit susanburklinresidential.com.



Blouse and skirt by
AKRIS from Neiman
Marcus in Northbrook.

*“Life’s most persistent and urgent question
is, what are you doing for others?”*

MARTIN LUTHER KING, JR.

LITERACY LEADER

LISA BULZONI, MEd, was recently promoted to the position of Chief Executive Officer at Reading Power, Inc. Lisa brings 25 years of educational experience to the CEO role, after most recently serving as Reading Power’s Executive Director of Programs and Operations. A valued and trusted leader, Lisa has been instrumental in the organization’s tremendous success since joining in 2017. Under her guidance, student achievement has increased despite many challenges. Reading Power has expanded programs, enhanced tutor recruitment, and increased donor engagement.

What is Reading Power’s impact on students at risk of reading failure?

Since 2003, Reading Power has changed the educational journey of over 4,500 children in North Chicago, Waukegan, and Zion, by delivering high-dosage, one-to-one tutoring during the school day. Statistics show us the devastation that results from not being able to read proficiently—two-thirds of children who cannot read proficiently by the end of third grade will end up in jail or on welfare. The cost of not providing early intervention is devastating. The good news is that Reading Power is a part of the solution. Research shows that the kind of one-to-one support Reading Power provides students is a proven catalyst for accelerated learning.

Where do you draw inspiration from?

Every day, our over 200 volunteer Reading Power tutors inspire me. They are a diverse group of dedicated and passionate individuals. They come from all walks of life and share a love for reading and children and a strong desire to make a difference.

What advice would you give to future Power Women?

I would tell future Power Women the same thing I tell my staff: be your authentic self. Your vulnerability builds trust.

For more information, visit readingpowerinc.org.



“Accept and Respect—these are two very important words for leaders. We need to communicate that while I have never walked in your shoes, I accept and respect your choices.”

SHELLY MCNAMARA

PAVING THE WAY

BARBRA BUKOVAC is the Vice Chairman – Consumer Markets for PwC, a role in which she leverages her extensive industry experience and PwC network to help solve complex challenges for clients in the constantly changing landscape of Consumer Markets. With more than 25 years of professional experience, Barbra continues to champion women and diverse professionals, helping to pave the way for the next generation of leaders.

What is your best networking advice?

Be intentional about building your networks and proactive about reaching out to leaders as well as peers for advice. Getting to know people in one-on-one settings is critical. Leaders are willing to listen, help, and give advice, but you have to ask for it.

What influenced your path to success?

Embrace a winding career path and don't assume there is only one path to reach your goals. Before having my first daughter, I left PwC to work in industry. I thought the pace in industry would be slower and that I would have more personal time for myself and my family. I made the move without considering what might be possible at PwC. I found there were options and possibilities—three years later, I returned to PwC in Boston, where I made partner. Having flexibility, a supportive husband, and a strong personal and professional network helped me to gain the experience that I needed to position myself for future leadership and client opportunities at PwC.

What advice would you give to future Power Women?

As leaders, it is more important than ever that we check in with our teams and encourage our people to connect with each other. Advancing our representation starts at the top. As women leaders we can serve as sponsors for other women in addition to being mentors.

For more information, visit pwc.com/us/en/industries/consumer-markets.html.

“The most important things in life are the connections you make with others.”

TOM FORD



PRETTY POWERFUL

Raised in Glenview, **ELISE BRILL** began her love for faces as an avid photographer. After studying film at Columbia College, she began her career in film and television production specializing in casting. Her years in makeup trailers, and subsequent jobs at Lancôme and Bobbi Brown, generated multitudes of loyal clients. Today, celebrities, television personalities, and everyday women choose Elise for their special events and photo shoots and rave about her signature leesi b line of skincare and cosmetics.

Who is your role model?

My clients are my role models. I am so very fortunate to be surrounded daily by the most inspiring, dedicated, and powerful women. Each woman that I have had the opportunity to work with has helped shape my life. They inspire me!

How do you impact your clients?

My goal is to always leave my clients with a sense of calm and feeling one step closer to embracing their own beauty. I have taught thousands of women how to apply their own makeup with a few simple steps. Teaching women how to look their best, in turn, makes them feel good on the inside.

Why is makeup important?

The way we look translates into how we feel about ourselves. Self-care is real and we all need to do it more often.

What is the hardest lesson you have learned as an entrepreneur?

Working for yourself changes daily—it's the hardest part but also the most rewarding part as well. When I started as a makeup artist I specialized in weddings. Today, I am always excited for all the different types of jobs I am booked for—photoshoots, private clients, celebrities, teen makeup—all of it. No two days are the same and it's the best!

For more information, visit leesib.com.



“Tell me and I forget, teach me and I may remember, involve me and I learn.”

BENJAMIN FRANKLIN

ADVOCATE FOR ACTION

MARCIA BALONICK has lived in Highland Park since 1982 where she and her husband raised their two children. When a friend brought Marcia to a Joint Action Committee for Political Affairs (JACPAC) meeting in 1982, she began her long association with the group. She became Executive Director in 1993. Over the decades, she has led meetings and briefings with hundreds of Congressional candidates and trained JACPAC members to be effective advocates. Photos of her grandchildren are proudly displayed in her office alongside photos of her with U.S. presidents.

What is your most memorable moment?

I was standing with JAC women in the VIP tent on election night 2008. It was electrifying! We waited for Barack Obama to finish his speech and greet us. We worked hard to help elect Obama, first to the Senate, then to the White House. I am proud JAC played a role in his victories.

Who is your role model?

Speaker of the House Nancy Pelosi. She embodies the spirit of JAC women. She is passionate, committed, and brave. Her motherhood skills raising five children prepared her for tough political battles in Congress. She has told me she works for our children—the future. This inspires me to work harder at JAC when I think of my grandchildren.

What advice do you have for future Power women?

Find your voice and don't be afraid to use it. Your life experiences, educated opinions, and moral compass should be your guide. The more you speak up, the easier it becomes. At JAC, we are making it a priority to empower the next generation of leaders. I am hopeful when I see our daughters and granddaughters speaking out on the issues they care about.

For more information, visit jacpac.org.

*“We cannot solve our problems
with the same thinking we
used when we created them.”*

ALBERT EINSTEIN

TRANSFORMATION LEADER

SVETLANA BAKLA-NOVA is a global entrepreneur who uses trance-evolutionary skills to train young executives and professionals to transform stress into productivity. As the owner of Practice HORA® USA, Svetlana has trained people for more than 15 years, spending over 20,000 hours teaching people locally and globally.

What is your business style?

I'm a go-getter. If I see a problem or opportunity, I dive right in. With my clients, I'm an excellent listener. Part of my expertise is hearing what people need and helping them achieve it.

How do you impact your clients?

They are more productive, personally and professionally. They feel calmer and less anxious. They feel more energy and often feel more confident about taking on new endeavors (like starting a business).

What organizations do you enjoy contributing to?

We support activities that promote teen and young adult well-being locally, nationally, and globally. Most of our weekly youth classes, annual camps, and semi-regular trainings are free or low cost for teens and young adults. It's a huge investment for us, but we're totally committed to doing what we can to see youth grow into young adults full of life and excitement about the life ahead of them.

What are your greatest wins?

I just got my Harvard Kennedy School certificate for completing their Leadership, Organizing, and Action: Leading Change class. I learned about organizing change on a local level, and I met so many people from all over the world. In 2019, I gave a TEDx talk at TEDxWilmetteWomen and it was a triumph for me personally and professionally.

What advice would you give to future Power Women?

Try one of my classes. You will probably be surprised how much better you can feel. And you will be surprised by how different Practice HORA is from other types of training.

For more information, visit practicehora.us.

“Owning our story and loving ourselves through that process is the bravest thing we’ll ever do.”

BRENÉ BROWN

CHANGEMAKER

MELISSA PAS BLAKE is a Mindset Coach, Changemaker, and the owner of Pasitive Solutions. Melissa facilitates transformation for anyone ready to make lasting changes in their lives. The tools and techniques are powerful and efficient, and her clients find it fascinating and liberating to unlock greater confidence, happiness, and clarity in all areas of their life. Melissa is a Clinical Hypnotherapist and uses Rapid Transformational Therapy (RTT) and Hearthealing®. She is also proud to be a contributor to the book *When Women Heal*.

How do you impact your clients?

I bring positive energy, comfort, and healing to all aspects of a client’s life. I help clients live to their potential, teach them the power of the mind, and support them to cultivate a healthier relationship with themselves. I help people achieve freedom from anxiety, self-sabotage, weight issues, addictions, and issues related to trauma.

What are your greatest wins?

I have worked to heal myself and there is a ripple effect that has healed my family and my loved ones.

What is your best networking advice?

Your smile is your logo; your personality is your business card; the way you make others feel is your trademark.

What advice has impacted your life?

When I was young, my father said to me ‘you control your life, your life doesn’t control you.’ What I took from that was, what happens to you does not have to define you. As a teenager, I was struggling with a lot of insecurities; my mother passed away when I was six and I was dealing with my father, who was still in the closet because it was 1979. These simple words helped me then and are words that I share with my clients to this day.

What advice would you give to future Power Women?

My advice to everyone is to take action! You can’t get to the change you want without first deciding to make that change.

For more information, visit positivesolutions.com.



Two-tone jacket by L'Agance; skirt by Nanushka, from Neiman Marcus in Northbrook.



“The pessimist complains about the wind; the optimist expects it to change; the realist adjusts the sails.”

WILLIAM ARTHUR WARD

ARDENT ADVOCATE

A DEENA WEISS ORTIZ is a licensed attorney in Illinois and Florida for the past 20 years. As the founder of Weiss Ortiz PC and *abogadoMe.com*, which serves a diverse clientele in both states, she has appeared on network television, national public radio, and is a contributing author to *Lawyer Monthly*. She holds a Master of Laws and Juris Doctor from the John Marshall Law School, and a bachelor's degree from Simmons College. She practices in state, federal, and administrative courts in both states.

Who is your role model?

My father, Jack J. Weiss. He was an attorney in Miami, Florida, who showed me how important the legal profession was to serve our community and how it is our responsibility to give back. As a child, I also remember watching attorney Gloria Allred on television. I was in awe of her. I thought she was a real trail blazing attorney, especially for women's rights.

What are your greatest wins?

When my clients hug me, come by to drop off a gift, and call me on a holiday to wish me well. I know my team and I have left a mark on their lives, and that is the biggest win. We have a lot of wins that validate us, but the human heart-to-heart acknowledgment is what we treasure.

What is your best networking advice?

Get out there and show your face! We all work hard, have families to attend to, and other responsibilities, but getting involved enriches your career, and the connections you make at an event will last forever.

What advice would you give to future Power Women?

Follow your dreams, be strong, don't listen to naysayers, and never give up.

For more information, visit weissortizlaw.com.