

CANADA'S WOMEN TO WATCH IN THE REAL ESTATE INDUSTRY

ANN BOSLEY

VICE PRESIDENT, BOSLEY REAL ESTATE LTD., AND
PRESIDENT, THE CANADIAN REAL ESTATE ASSOCIATION

"I would rather be a part of the action than a result of inaction," says Ann Bosley of her ongoing involvement in real estate. In 1999, Ann became a director of the Toronto Real Estate Board and was elected by her peers to serve as the 2002/03 president. Ann went on to serve as a director of the Canadian Real Estate Association and was its 2007/08 president, one of only four female presidents in the last 50 years. Heralding the diversity in her profession, she says "in the 25 years that I have been a realtor, I have been a salesperson, a teacher, a manager, the president of two boards." Ann is motivated by the success of others: "There is nothing more fun than watching one of our new young real estate agents take off and achieve success."



ANDREA KRAUS

VICE PRESIDENT, LENNARD COMMERCIAL REALTY, BROKERAGE,
AND 2008 PRESIDENT, TORONTO CREW

With the multitude of humanitarian projects Andrea Kraus is involved in, it's a wonder she finds time for anything else. Yet after 19 years in commercial real estate, her impressive client list alone is testament to the fact that professional discipline and commitment remain paramount to her success at Lennard Commercial. This year, she has taken on the mandate of Toronto CREW (Commercial Real Estate Women) as president, an organization she previously helped found to facilitate communication among senior commercial real estate women on local, regional, and national levels. Her efforts have both local and global reach: Andrea volunteers at city shelters, and recently was part of a project for S.H.A.R.E. (Sending Help and Resources Everywhere) in Central America.



ELLI DAVIS

SALES REPRESENTATIVE, ROYAL LEPAGE REAL ESTATE SERVICES
LTD.

"Failure has never been an option," says Elli Davis of her personal motivation for success. Formerly a schoolteacher, Elli entered real estate in 1983, having been attracted to the industry for many years, "reading the classifieds, attending open houses, and always interested in different areas of the city." Four years later, she was already ranked #1 in Canada out of 5,000 Royal LePage agents. Today, she is #3 in Canada out of 14,000 and still #1 in Toronto, her home base. Elli is involved in her community, supporting Ontario charities such as Camp Oochigeas. Though success is self-motivated, she credits her parents for their encouragement, and for endowing her with innovative thinking and superb organizational skills.

JUSTINE DELUCE

VICE PRESIDENT, OPERATIONS,
CHESTNUT PARK REAL ESTATE LTD.

With varied interests but an innate curiosity for policy work, Justine Deluce moved from a role as a senior policy advisor to several Ontario cabinet ministers to VP of Operations at Chestnut Park, where she engages in developing infrastructure, business opportunities, and strategic planning. She has an impressive resumé at a young age, and is quick to credit her mentors for their guidance. "Many, many people have taken the time to help me; particularly my parents - they are the most motivated people I know. They taught me that anything is possible if you put your mind to it and work hard."



Justine believes that the workplace will continue to evolve as more women join the ranks. "We will see both industry and public policy, and our approach to problem solving, will evolve in a way not possible in a solely male-dominated environment."



ELISE KALLES

VICE PRESIDENT AND BROKER,
HARVEY KALLES REAL ESTATE LTD., BROKERAGE

Elise Kalles' gift for selling palatial properties is matched by the respect she has earned in the industry amongst her peers. Currently #1 in sales of homes over \$2 million in Toronto, Elise takes building relationships seriously, as she believes this to be the backbone of her success: "You have to be totally committed - you have to care." Elise's family is following suit. "Our business is truly a family business and what you really leave your children is your reputation," she says. "Two of our three children are in the business with us and it is my hope that one day my daughter will join me as my partner." Elise's limitless energy and integrity extend to community involvement. Along with extensive charity work, a percentage of every sale at Harvey Kalles goes to charity.

CHERYL GLADU

PARTNER, ECOCITÉ DEVELOPMENTS

"I'm an ardent environmentalist yet still a business person," says Cheryl Gladu of how she stands out in her industry. "The opportunity to make significant change" drew the former environmental not-for-profit professional to the development field. With an MBA, she moved to EcoCité in 2004. "I felt as though taking the risk of pushing through some of the perceived barriers to more sustainable development first-hand, as a developer, would be an important thing to do." Along with running "this little-company-that-could," Cheryl takes the chance to speak about sustainability and eco-entrepreneurship whenever she can. "There is a growing sense that people should and can have a chance to make positive change through their working lives, not just for their shareholders, but also for society, the environment, or special groups in need."



DEBORAH ROGERS

SENIOR VICE PRESIDENT, LEGAL,
EASTERN CANADA, BROOKFIELD PROPERTIES

"I genuinely enjoy being a lawyer and, in particular, a real estate lawyer," says Deborah Rogers. As a real estate lawyer in private practice for many years, Deborah and her impressive resumé moved to Brookfield in 2004. "I wanted to become part of a management team to truly experience the business first-hand," she says. Inspired daily by her legal team and business associates, her satisfaction comes from completing a deal "where everyone leaves the table feeling that the transaction was well executed and accomplished the goals that all parties wished to achieve." Calgary-born, Deborah makes yearly treks back with her husband and children. "Both Toronto and Calgary feel like home to me," she says.



SALLY CARMICHAEL

NATIONAL DIRECTOR OF SALES
AND MARKETING, SOTHEBY'S
INTERNATIONAL REALTY
CANADA AT REVELSTOKE



Sally Carmichael had her last meeting with her sales team on the gondola at B.C.'s Revelstoke Mountain Resort. The ride-enforced seven-minute time limit for the meeting actually increased efficiency, and "everyone was re-energized coming back to the office," says Sally. Her sales strategy has had phenomenal success: The project has had over \$100 million in sales for the resort lodge alone, with more sales of more properties to come. Though her free time these days is limited, Sally still takes time to enjoy her surroundings, the natural inspiration for the work she does. An avid mountain biker and skier, she has been giving her young daughter her first ski lessons this winter.