

## Debra Dobbs

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When I consider the term visionary as an adjective for an individual, the words: passionate, inspiring, imaginative, creative, innovative and curious spring readily to mind! Such terms occur to me when I ponder who I have found to be a visionary in my personal and professional life, and it has always been my objective to embody the description myself. I am thankful that many of my clients and peers have found me to be successful in this endeavor and I would describe my 'secret recipe' as a combination of passion, integrity, dependability and work-ethic.

**Highlight of the** 2017 is set to be my most productive, exciting and financially successful year as a real estate agent, a career that has spanned 34 years. I am working with a talented and hard-working team - an SEO guru; my marketing director, who launched my new website in May, and I have also hired a Director of Operations to keep me organized, and to see that my clients are well taken care of when I am out in the field!

**Boom Town** For the past two years I've worked with Centaur Interiors to acquire and transform 15,000 square feet across 5 units in The Residences of Water Tower into some of Chicago's most exquisitely designed and detailed homes. I am excited to see the former Finkl Steel plant transformed into what I hope will be a combination of tech center, green space, reasonably priced rental apartments, and for-sale homes. Chicago, and the many neighborhood groups that border the site, have an opportunity and responsibility to re-shape this area.

**Dream Team** Alex Pearsall, Alison Fragale, Michael Miller, Helen Calvin, Rachel Brown, Colin Hebson and David Glickman. All visionaries in their respective fields. I have a few dream projects at the top of my mind: build a group home for seniors, children and dogs; renovate a church, fire station and barn; acquire and renovate another batch of condos at Water Tower. All of these are projects I hope to work on some day soon!

**Passion Project** While I am private about my involvement, and financial contributions to, philanthropic organizations, I have been able to provide time and/or money to support several major concerns across health care (or lack thereof!), homelessness, family issues (especially those surrounding women and children), and animal abuse. This year I added refugees and immigrants to my list.

**Visionary Alum** More and more clients are finding me online through a series of keyword searches. I am fascinated that someone would hire an agent based on finding her online, and incredibly honored to engender such trust. In true 'Chicago is a small world' fashion, one client found me online and, on our first buyer outing, we figured out she worked with 5 former clients of mine! I am now up to 12 clients in 4 years with this one group. As for the future, I am excited to see Chicago real estate explode! I think we are poised for an incredible growth spurt; the next ten years will be game-changing for our beautiful and vibrant city.

**Learned Lesson** When one door closes another opens, or sometimes gets built!

