

Women in Business Networking



Interview with Anne Goss, The Realty Group



WiBN: Tell us about your business

Anne: *My business involves matching buyer and seller needs and negotiating the differences. I'm mainly involved in residential sales but also sell land and multi-family units*

WiBN: -What or who has been your greatest influence in business and why?

Anne: *Probably my family. My Dad is (and always has been) self-employed. I was taught that you do whatever it takes to get the job done; or someone else will. I am very self motivated.*

WiBN: What would you say is your greatest professional accomplishment to date?

Anne: *I have been licensed as a real estate agent for 25 years. I still enjoy the challenges the job entails.*

WiBN: What's the best advice you have received as a business woman that you wish to pass on to our readers?

Anne: *My best advice to a business woman would be to keep in mind, no one can take away your education, or knowledge, and you can acquire as you work in the business.*

WiBN: What have been the most effective marketing initiatives or programs you have used to promote your business?

Anne: *I typically implement a number of new ideas every year, some are effective, some not. Word of mouth and the resulting referrals is my number one source of business. I treat every client as I would want to be treated.*

WiBN: What do you do for fun/relaxation?

Anne: *Camp, read, travel all over the US, exercise, and hike.*

WiBN: What is the number one business goal you plan to accomplish over the next year?

Anne: *With my 2 kids close to finishing college, I have more time to be involved in an organization such as this – which is why I joined.*

WiBN: Is there anything else you'd like to share with our readers?

Anne: *I'm an optimist ~ I love life, my family and friends.*

WiBN: In addition to your website, how else can our readers connect with you online?

Anne: LinkedIn <http://www.linkedin.com/in/annegoss>

Email: Anne@AnneGoss.com and facebook