99 "Limit Breaking" Female Founders Share The Most Significant Lessons Learned from Their Experiences

By Yitzi Weiner and Cam Kashani

(Part 3 of 4) (Part One and Two Here)

2018 has begun, and pundits and opinion makers are predicting that 2018 will be the "Year of the Woman". That of course, is yet to be seen. And we have heard this prediction before. Yet it is hard to deny that women have made enormous progress in the past few years. I partnered up with my friend Cam Kashani, a leader in empowering female founders, to profile some "limit breaking female founders" and the lessons that they can teach us.

We hope that you can find empowering and actionable words of wisdom from this ***third*** *set of profiles.*

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Tami Halton Pardee, Owner and Principal Broker of Halton Pardee + Partners

Who She Is and How She Has Broken Limits:

"Tami Halton Pardee's expertise in Southern California real estate and entrepreneurship is unrivaled. As owner and principal broker of Halton Pardee + Partners (formerly Pardee Properties),Tami is the #1 agent in Los Angeles and the company is the #1 brokerage on the Westside. Responsible for selling over $2 billion worth of residential and commercial properties since beginning in 2005, Tami has built a new model for real estate to better serve clients.

In recognition of her work as both an entrepreneur as well as her focus on charity, Good Housekeeping presented Tami the 2016 Awesome Women Award, plus she received a nomination by the Los Angeles Business Journal for Philanthropist of the Year in 2016. Other recent recognitions include Los Angeles Business Journal's "Los Angeles' 500 Most Influential People" and inclusion on "Top 100 Women-Owned Businesses," The Hollywood Reporter's list of Top Realtors for both 2015 and 2016. Real Trends ranks Halton Pardee + Partners as the #2 Sales Team in the U.S.A.

Understanding that the buying or selling of a home is one of life's most important life-changing decisions, Tami launched Halton Pardee + Partners with the goal of helping people have a seamless experience. Her unique business model creates a true work-family of staff employees (rather than the traditional independent contractor model), building a culture that results in continued success and a consistent ranking of #1 for sales in its region.

Although Tami has been diagnosed with multiple sclerosis (MS), she continues to drive toward the values and goals that allow her to help others. Furthering Tami's deep commitment to the community, she created the Life Change Warriors Program that empowers the transformation of lives and communities. Via active participation and significant financial contributions to local charities that have a direct impact on the lives of those in need, the Life Change Warriors Program has worked with Harvest Home, Teen Project, Homeless Task Force, Venice Community Housing Corporation, and many more to tackle the issues important to Westside residents.

Along with raising a family of 4 young children and her charity work, Tami is an active member of the Santa Monica chapter of the Young Presidents' Organization, plus is a panelist and guest speaker at many engagements throughout the year in which she strives to empower others."

Here Are The 3 Most Important Lessons I Learned From My Experiences:

1. Take your time in making important decisions. In the early years of Halton Pardee + Partners, I put tremendous pressure on myself to make quick decisions in order to keep up with the fast pace we constantly move at. After deciding to move into an office space that wasn't right for the company, I learned to always trust my gut instincts and to sleep on it. That experience taught me to try not to knee jerk any big decisions, to give my mind the time it needs to reflect and to then move forward in the right direction.

2. Empower those around you. By listening to the opinions of my team, many who had been with me since the beginning, I might have gotten some insight into reasons why the office space wasn't the right fit prior to moving in as one example. As the owner of the company, I try to remember the importance of empowering others to use their voice and to listen to what they're saying. By honoring their individuality and supporting their decisions and thoughts, it creates a stronger environment for everyone.

3. Things will go awry so always be ready for your Plan A, B, C and even Z to ensure things keep in motion and moving forward at all times. When our office space wasn't the right fit, we quickly changed gears and moved onto a new plan which thankfully resulted in us finding the perfect space, our home away from home. Despite the moves being a lot of work, being prepared with a strategy to handle the problem proved invaluable. I always try to remember the saying "Failing to plan is planning to fail!""

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By clapping more or less, you can signal to us which stories really stand out.

73

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