What happened when I Connected: a beautiful meeting of the minds

Jessica Botelho has been an active member of the real estate industry since 2005 and lives in Ontario. Her specialty is leading homebuyers to an informed decision that will determine which house will be a home. Jessica's hard work and achievements have been recognized by Re/Max International, as a recipient of the 100% Club Award and the Executive Club Award in 2012 and 2013. Here's how Inman Connect New York benefited her this year.

What was your favorite Inman Connect session, and why?

Just one? The conference was jam packed with some of the best in (and out of) the business it's really hard to just choose one. I mean, I always look forward to a big ol' truth bomb presentation from Leigh Brown — she never disappoints when she gets on that stage, and getting to meet with keynote speaker Simon Sinek after his talk was definitely a major highlight.

But I'm a sucker for motivational talks … stories — they get me every time. John Henry brought a special kind of charisma to the stage. "Being a Doorman Helped Me Understand The World" brought it all together for me — the value of relationships, the importance of right now and the never ending hustle of an entrepreneur.

There's a lot of content to digest at these events and I feel you've gotta have something that gets you inspired — this was it for me.

We’re not your typical real estate conference. How did this compare to others you’re used to?

I was an Inman Connect first-timer but I’ve attended many conferences, and can say without a doubt that this was one of the best! It felt like the “real deal.” There was an amazing line-up of speakers, presenters and well-planned and organized events, from morning yoga and photo walks to cocktail hours. Y’all keep the party going around the clock.

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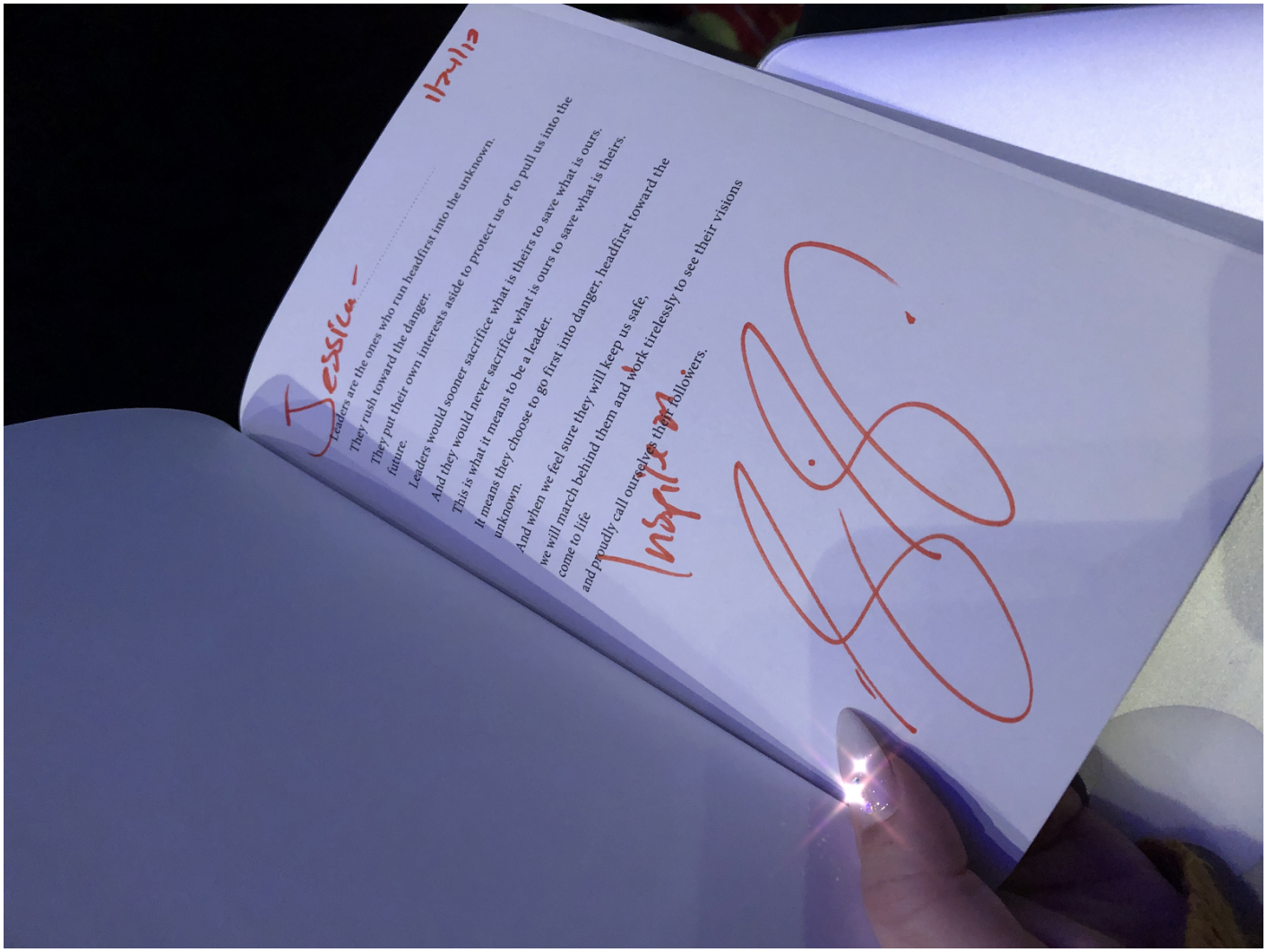
Most importantly, the energy was absolutely buzzing! You just knew you were not only in the presence of some real heavy hitters and influencers but also completely surrounded by motivated and like-minded people who came to better themselves and their businesses. It doesn't get better than that!



What was the most meaningful thing you took away from your time at Connect?

The industry and consumer needs are evolving every single day. We must tackle the challenges that come with new technological players and disruptors, and we must embrace change — it's the only way to survive.

What was your favorite experience outside of the speakers and sessions?

Cocktail hour for the win! They say once the sessions are done, there are some solid connections to be made. These connections become relationships for referral partners, mentors, mastermind groups and accountability partners — that's the tangible takeaway for me. Who doesn't love a solid

support system?

The first-timer cocktail hour allowed me to Connect with a fellow young female Realtor I had been following on social media for over a year. We scheduled a lunch date during the week, and a beautiful meeting of the minds ensued! We both walked away with so much more than a Facebook connection and I just know that lunch won't be the last.

Want to connect with Jessica? You can find her on Facebook *and* LinkedIn*.*

Email Matthew Shadbolt*.*

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