

# WOMEN

*In Business*



*Seana Gladney & Shelly Owen*

**Ticor Title**

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# HOW LONG HAVE YOU BEEN IN YOUR LINE OF WORK AND WHAT GOT *you* STARTED?

**SEANA:** "I'm going on my eighth year at **Ticor Title**. Before Ticor, I was working at a local bank when I met Brian Owen who was the Sales & Marketer for Ticor at that time. Over the years and at different jobs I had run in to several people who worked for Ticor, who loved their jobs and who left an impression on me that Ticor would be a great place to have a career. His job looked so fabulous and Ticor Title had a great reputation for being an excellent place to work, so I learned more about the job, which actually wasn't Brian's job but an Escrow Assistant position, and ended up joining the Ticor Team. I worked in that position for a little over a year. When the Sales & Marketing position opened up I saw an opportunity to have Brian's fabulous job and thought my skill set would be a great fit for it. For the past seven years I have worked as the Sales & Marketer for Ticor NorthWest Oregon Region Clatsop and Tillamook Counties under our County Manager, Tara Waterman. While working for Tara the position came open for her to have an Administrative Assistant. Knowing how well we worked together I asked for the opportunity to be her Administrative Assistant as well as the area's Sales and Marketer. Seven years later we are still a great team and I have the benefit of both positions, which really fills my bucket."

**SHELLY:** "I'm probably here because of her. She was here and I saw a posting for it, I called her and said "is that still available?" and she said, yeah, and she said, "hold on, for you?". I have been here a little over two years."

# WHAT IS A CHALLENGE *you* HAVE HAD TO OVERCOME?

**SEANA:** "The most challenging thing about this field or any field in general is having confidence when you feel knocked down. I learned when I was selling Time Shares at Wyndham that rejection does not define who I am, but is an opportunity to learn and grow and expand my skills. During that job on the daily, you're instructed to ask somebody to purchase memories in the form of a vacation package. You have to be okay if they say no, you still go on and give the next person your best so they have the opportunity to say yes, because it might be just what their life needed. I think that is probably one of the most rewarding challenges I have had to face and overcome; being told no, still rising above, putting myself out there to the possibility of rejection, being okay with rejection and having the confidence to ask again."

**SHELLY:** "I think for me, changing professions completely after being a preschool teacher for 24 years and coming into escrow was learning a whole new vernacular. Although I think preschool prepared me for the pace of escrow, it was a big learning curve and so that's been a challenge but one I'm up to the task for."

# AS WOMEN WE OFTEN DON'T BRAG ABOUT OURSELVES. TELL ME SOMETHING YOU'VE DONE THAT *you* ARE PROUD OF.

**SEANA:** "The thing I am the most proud of is encouraging others, building them up and making sure everyone around me feels seen, heard and welcomed. I believe we all should be promoting each other and cheering each other on. I have had great success in my career by having this mentality. Focusing on lifting my team and colleagues has brought satisfaction and knowledge that what I do builds others and is incredibly rewarding. The fact that you can do these things and be recognized and successful not with a cut throat mentality but with genuine encouragement for others has brought me the opportunity to attend four Fidelity Award trips. On one trip in particular I had the opportunity to meet Sugar Ray, the boxing legend, where I received an award for being in the Top 2% of Sales Representatives in the company, simply by supporting those I work with."

**SHELLY:** "For me, my daughters I feel are strong, powerful, smart women who are successful in their own right. And then bragging I think, that is in large part to me being able to focus on them and wanting that for them, because I always wanted more for them than I had and making sure that they all graduated college and are successful and doing good in the world. So personally, that's the thing I'm most proud of. And then professionally, I have to go back to my previous profession, preschool, and that was touching the lives of the children I taught, hopefully making a positive impact on their lives."

# WHAT IS ONE THING YOU WISH YOU COULD TEACH ALL YOUNG women?

**SEANA:** "Rather than tear each other down we should be building each other up"

**SHELLY:** "I think the most important thing is to follow your passion. If you feel stuck somewhere, feel like you can't do something really the only limitation you have is yourself and to surround yourself by people who encourage you and support your dreams. I think that is probably the most important thing for me to tell. Secondly, is I started off as a housewife for 13 years, and then happened to go back to working part time with a preschool which became a profession that I loved, and that became a passion. Don't ever give up on your dreams and don't ever settle."

# WHO INSPIRES YOU AND WHAT DRIVES *you?*

**SEANA:** "I think that when I have had to dig deep, I think of my family. When things get hard I think back on my Granny and Grandpa and the stock that we come from. When things are at their darkest and I want to give up I remember that my Grandpa came to this country from Ireland on a boat. An immigrant with little to his name he made a way for himself and his family to come to America and live the American Dream. I think about how my Granny came here on a boat with two small children. She had to be strong, she had to care for those children even though she was sick as a dog. I come from strong people who have made wonderful things happen from hopes and dreams and little else."

"What motivates me? I'm extremely competitive with myself. I am one of those people who relive my day every night. I go over all of the successes and failures of the day. I look at the failures as a learning experience and I use them as motivation to do better and succeed in the future. I like to set goals for myself in my professional as well as personal life. For example, I have recently set goals for myself in fitness. In order to reach the big goal, I also set smaller goals such as improving my workout every day. I want to do it better and faster than last time. I also have goals as a mother. I want to be the best mom I can be, so I set goals for myself to make sure I'm doing what I can and what I need to do so that I'm staying the best mom I can be. At work I am setting goals to help others be the best they can be. I help lift them up by providing them with the things that they need to be successful. I have the pleasure of having a job that really, truly is designed to help others, whether it be internally with my coworkers or externally with the wonderful people in our real estate and lending industries. What can I do to make their lives better? That is what motivates me."

# WHO INSPIRES YOU AND WHAT DRIVES *you?*

**SHELLY:** "Yes the work ethic on both sides for me of grandparents was amazing because we came from very good stock. And they taught us and gave us a great foundation. Not only for work ethic, but also for helping others for doing for others. And I don't think Grandpa ever said a bad thing against anyone except maybe my ex-husband. But truly was just such a love and that's why us in this community and by others, through this. So and that's a great way to look at a lot of things. "Ah pet, it came to pass and not to stay" it will pass. I like that saying. "You're 100% successful for getting to the next day". And so and that's one of reference but I think for me, the grandparents and specifically for me, my paternal grandmother.

And so, she was a very strong, hardworking woman came from very North Dakota strong stock, and she taught me a lot she was really my best friend and taught me more about being a strong and independent woman. One of my most vivid memories that I have is I was about eight, and these kids driving by yelling at me when I was playing in front of the house, I said "I hate those kids". And she immediately sat me down said, "Don't ever say HATE, there is no room in your heart for HATE!" nothing good comes from hate. But I think the kindness that she always showed everything, and really taught me to make sure that you are giving your best and being kind to people."

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*"Advice for women? Go for it. Do your thing. Don't hold back" - Lori Lum*

*"Be strong, yet willing to take chances" - Julie Lum*