

## PEOPLE WHO MAKE HAWAII WORK

*Sarah Lee Morihara has been named president and managing director of Colliers Monroe Friedlander. She will oversee the real estate company's property management and brokerage divisions.*

She joined the company in 2003 and most recently was senior vice president.

Morihara, 35, was born in Honolulu and graduated from Waipahu High School. She received a bachelor's degree in international business from the University of Denver and a juris doctor degree from the University of Hawaii's William S. Richardson School of Law.

**Why I took this job:** It was a natural evolution. I joined Colliers as corporate counsel and my responsibilities grew when I became senior vice president. Soon, I was managing the firm's operational and administrative matters and becoming involved in strategic goals, which led to my current position.

**Like most about the job:** Every day brings a new experience and challenge — a new proposal for property management services, assisting with a lease or sale transaction, or dealing with budget or operational issues. The variety keeps things exciting.

**Like least about the job:** Personnel matters are difficult because we are a close-knit company. In some circumstances, issues become

emotional; it is a continuous learning process to best deal with and manage these issues.

**Immediate priority:** Our people are Colliers' greatest asset so we work tirelessly to build and maintain a strong, cohesive team in an environment that supports and rewards individual growth.

**Long-term challenge:** Continuing to grow the company and ensuring that we provide the best real estate services and solutions.

**Strategy to overcome the challenge:** Retaining and fostering growth in our people, finding and recruiting more talent, and continuously working to provide the best training possible.

**Five-year vision for the industry:** Given current economic conditions, we anticipate the immediate future to be a relatively slow period as compared to the boom experienced over the past few years. However, the market is cyclical and there are always business opportunities.

**Essential business philosophy:** Every member of the team plays a valuable role and must be recognized for their contributions. Their loyalty and dedication is what brings success and sustainability to the company.

**Best way to keep a competitive edge:** Keep learning! I have the good fortune of having great mentors at Colliers, each with their own unique style. I learn from them on a daily basis. We also find ways to create

## Sarah Morihara



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learning opportunities for each person in the office, and content ranges from real estate related information to personal development. The more everyone learns, the more successful we will be.

**Most important lesson learned:** Communicate, communicate, communicate. I've found that by communicating, you exchange ideas, explore options, understand different positions and philosophies, and address concerns that may otherwise be overlooked.

**Most overlooked secret to success:** Maintaining a positive attitude in combination with a good work ethic.

**Issue that keeps me up at night:** My "list." What's on the calendar tomorrow? Whom do I need to call? Do we have enough milk? Are the kids' bags packed for school?

**One rule I live by:** Find humor in each day and smile! It makes a world of difference for you and those around you.

**Most important mentor:** I am honored to work with and learn from Donald Monroe. He has shown me that being successful means having a strong work ethic and conducting yourself with integrity without forgetting the importance of balancing work and family.

**Favorite stress reducer:** Walking. The kids (Kade, 6, and Paige, 4) and I walk around the mall, walk around the neighborhood, walk to get ice cream. It really helps me to unwind and I always find that the kids share the most interesting thoughts while we are on our little journeys.

**Favorite way to spend free time:** On the rocking chair sandwiched between the kids reading them stories. It is even better when they decide to read to me!

**Books by my bedside:** "Pillars of the Earth." I am a huge Ken Follett fan. Right next to that is "Homework Without Tears" by Lee Canter, which will, hopefully, provide some parental sanity.

Meredith Prock

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