

# Life

LAS OLAS

SEPTEMBER 2021  
\$4.95



**MORE  
POWER  
TO HER!**

THE HOMELESS HAVE A CHAMPION  
IN SYMERIA HUDSON

**40+**  
WOMEN  
OF INSPIRATION  
IN SOUTH FLORIDA



## MARITZA MEZA

FOUNDER – MEZA GROUP

954.648.2442 | Maritza@MezaGroup.com

MezaGroup.com

### **What single accomplishment are you most proud of, and why?**

I would say that the single greatest accomplishment that I am most proud of is raising my two amazing children that I had at a very young age. Gianpierre Giusti and Gigi Giusti are very dedicated and true professionals. They are my pride and joy, and it's so fulfilling to see them in action working in the real estate industry right next to me, and seeing how knowledgeable and successful they have become. Nothing compares to the greatest joy I experience in being so fortunate.

### **What qualities do you believe make an excellent real estate agent?**

The most important quality is actively listening and communicating with your clients, as it helps build trust and establish valuable relationships. "Communication is key" and you can never over-communicate with them. Through active listening, you can manage and meet your client's expectations from the beginning to the end of the transaction. As an excellent real estate agent, you also have to be a skilled negotiator and an expert in your niche market – your clients are relying on you as the source of information.

### **What has been your most rewarding real estate experience?**

Establishing lifelong relationships with developers and clients, and being a part of the growth of Fort Lauderdale Beach. I feel very fortunate to have built a successful family business with my children - it brings great joy knowing I get to share this success with those I love and trust.

### **What charities are you involved in and why?**

In the past, I was part of the Boys and Girls Club, but more recently, I am involved with The Voice for Children. It's a charity that provides for underprivileged children in Latin America and develops community centers, food centers and shelters for endangered girls.

### **How do you see your earning potential compared to a male in the same field?**

I don't see a difference in the earning potential in real estate when it comes to gender. It's more about skill, experience, market knowledge and really the service you provide to the client.