

size matters

When stopping in for a meeting at the new Town & Country Real Estate office in Bridgehampton, Managing Partner Janet Hummel and Senior Vice President John Healey were assembling a conference table.

When the table was in one piece, the group gathered around. Judi Desiderio, Town & Country president, joined in and the fun began. Women, listen up. There is no better company than fellow women with backbone, humor, and independence. Jerry Seinfeld, if you're listening, this is your next hit show, right here.

Talk turned to real estate and the fact that Town & Country is growing in leaps and bounds. The idea was discussed that when companies grow too big, or too corporate, hearts and souls sometimes get buried along the way.

At Town & Country, agents *help* each other with properties (and putting together conference tables). They truly care about the people they do business with, while still remaining professional. They remember what life is supposed to be about: each other. In other words, they're real. And that's a valuable commodity in short supply these days.

At the end of the meeting, when Janet and Judi were asked what their titles are, they both stammered. They actually could not remember without giving it some thought. Using their titles as influence is not something in their everyday mindset. They don't have a string of initials after their name, either, but if they did, they would be: "Janet Hummel, Judi Desiderio, WHSBS"-Women with Heart, Soul, Brains, and Spirit.



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Bridgehampton Office



Janet Hummel & Judi Desiderio

“Well Behaved Women Seldom Make History”

– Laurel Thatcher Ulrich



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