



### **The News-Press *Real Estate In the Trenches***

**Name:** Robyn Wright

**Age:** 51

**Job:** Transaction specialist with Woodyard & Associates, LLC, specializing in medical real estate. I have more than 30 years of experience in the healthcare industry, including 23 in Fort Myers. Although I deal with all aspects of real estate, my focus is primarily on medical space. My time is equally split between leasing, purchasing of land or buildings, site selection, space planning and education.

**Best moment in real estate:** Approximately two years ago my son joined me in the business. It has been a very gratifying and pleasant experience for me. I have been fortunate enough to have had many excellent mentors in my career and to have the opportunity to mentor someone – let alone my own son – is very rewarding. Having a team approach has helped us both become more efficient, responsive to our clients' needs and has allowed us to build our business.

**Most challenging moment in real estate:** Working on a transaction for a long time and it doesn't come to fruition in the end. One time I was able to put together a very significant deal, bringing the owner a full-price offer, only to have the owner change his mind about selling!

**Hobbies, interests and activities:** Traveling, most recently to Nova Scotia, Prince Edward Island and New Brunswick; reading autobiographies, true stories and romance novels; doing crossword puzzles and visiting with friends and family.

**Family:** My husband of 24 years, Ron, who is retired from the Fort Myers Fire Department after 30 years service, and my adult son, Alex.

**Last book read:** I'm embarrassed to say that it was most likely some torrid romance novel! With all the work related information and data I need to be familiar with, I enjoy escaping to some mindless entertainment to de-stress.

**Role model:** My parents and husband. They both exemplify the highest ethical standards – hard work, honesty and integrity – both in word and actions. My husband is the quintessential liberated male – With his support I have been successful and fulfilled in my work.

**Word of advice:** Listen to your heart and instincts. They rarely lead you down the wrong path.