MEMBER SPOTLIGHT

Samantha Howell
EMCOR Services FAGAN

10 QUESTIONS WITH SAMANTHA

What are the three words that best describe you?
Hustler, Dynamic and Bold

Tell us about your current position (title, company, length of service, etc.).
I have been doing Business Development and Sales for the Fagan Company for a year and a half. I have been in a sales role for almost 10 years. My favorite part about my job is saving businesses real dollars in their operational budget.

What's your favorite quote?
I don't know who to give credit to but its "Live life in such a way that if someone spoke badly of you, no one would believe it."

What does true leadership mean to you?
Wow talk about a loaded question, do you want a book of an answer? To be short and sweet, leadership needs to come from a honest place. There are many styles and tactics that people can lead by(or be lead by) but being truthful and upfront in the how and why you lead is important to me. Transparency and teamwork are important to finding what style works and then you just have to roll with it. Fix things as you go and get it done.

What are three career lessons you've learned?
Timelessness in response(even if you don't have an update, just communicate that you don't have an update). The power of a strong professional network. Own the grind.

What is the first concert you ever attended?
OMG it was Alan Jackson and Leann Rimes!

What do you enjoy or appreciate the most about BOMA KC?
Well for one I appreciate Cristalle, not all organizations have a dedicated person to help coordinate literally everything and two I appreciate the camaraderie.

If you could learn to do anything, what would it be?
Well earlier this year I thought it would behoove me to take a few online classes in engineering to better my knowledge of my craft but 2 weeks into a Thermo Dynamics class and I realized that that totally wasn't my strength and never would be so my next goal might be to learn to fly a plane.

What is your favorite place or event in Kansas City?
I really love the West Bottoms, the First Friday events are so fun!

Share an interesting fact about yourself or tell us about a hobby you have.
I was a pole vaulter in college and I am a sucker for a good romance novel.