

THE CRAFT OF always keeping an open door



Hall Willkie (President, New York City) of Brown Harris Stevens is well known for his open-door policy. There are no guards at the gate. If you're an agent in need of advice, a different tactic, or a fresh idea, talk to Hall. The corporate ethos starts at the top, and all sales managers have adopted his approach, reinforcing the collaborative nature of work at Brown Harris Stevens.

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