

“Be yourself. Everyone else is already taken.”

— OSCAR WILDE

BIG-HEARTED BROKER

KATE FANSELOW, founder of Kate Fanselow Group, is a driving force in Barrington’s real estate market. With deep roots in Barrington, she stands as one of the area’s most dynamic brokers, recognized for her relentless work ethic, passion, and unwavering commitment to her clients. Fanselow has expanded her talents in the luxury sector, her team, and her network, providing personalized, concierge-level service that consistently exceeds expectations and brings joy to the homebuying and home-selling process.

Most rewarding part of what you do? I’ve been passionate about helping people my whole life, and now I have a career where I can take my strengths and use them for good. It’s so special to get to know a family and their dreams and goals. I take the responsibility of bringing those dreams to life very seriously, and it’s incredibly gratifying every time I can help make that happen.

How should women support other women? Women! Show up! My mom taught me this when I was a little girl, and it’s a Brené Brown lesson, too. Surround yourself with people who won’t blow out your candle. If your light is bright, it doesn’t mean you have to blow out others’ candles.

Definition of success? Doing what you love and being passionate. I think passion drives success and you have to have a deep love and fight in you to be successful. Sacrifices are mandatory.

Greatest risk you’ve taken as a professional? It’s incredibly risky to be in a business where, for you to make a living, people have to choose you. I put myself out there and give 100 percent, and every day that is a risk.

Best piece of advice for anyone starting out? Say yes, work hard, and it’s ok to cry. It’s not easy—it’s not supposed to be—but keep going. I promise it will pay off.

For more information, visit katefanselow.com and follow @kate.fanselow on Instagram.

