

# Heather Bilyeu

## On Career and Relationship Success

**L**R: What is your top piece of career success advice irrespective of industry?

**HB:** The best career advice I could give to anyone is “get a mentor.” When I got into real estate at 17 years old, I connected with the top female real estate agent in my company. She was very generous in sharing her insight and embraced the idea of being a mentor to me. I learned so much from her and created a business relationship that was priceless. She eventually started to refer me leads that she did not have time for, had me hold open houses and she became available to me to answer any questions I had as well as provided guidance to my own deals. Having a mentor is key to your success in any business, and in life in general. It is important to be open to learning from others.

**LR:** Any relationship wisdom you can share?

**HB:** My relationship, as you may know, was recently put to the test. Josh and I hit rock bottom for a moment and I thought we were not going to recover from it, but we always knew in our gut that we wanted to be together, regardless of the troubles. We looked for help, and we received some great advice from a therapist. One day she said something that really resonated and helped us “get it.” She said, “You are going to hurt each other’s feelings throughout your relationship. It’s inevitable, but the way you react to having your feelings hurt is what is damaging to the relationship.”



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Basically, when a partner hurts us, we tend to react, and react in big dramatic ways that have a painful effect and serve no positive purpose. Managing your reactions and being able to speak from your own experience of emotions, as well as understanding the reason behind your partner’s actions or words, goes a long way. It is something that you learn together to do along the way. It is a difficult concept to understand and more so to put to practice, but once you get it, boy, does it work! It has really changed our relationship and has led our relationship journey to a more mature and effective communication. ■

— MERILEE KERN  
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