



## **BONNIE LOYA:** Discipline, Determination, Dedication & Desire

BY MIA BENCIVENGA, PHOTOS COURTESY BONNIE LOYA

For Bonnie Loya, Coldwell Banker's realtor extraordinaire and the #1 Sales/Listing Agent in the Peter's Township Office since 2004, being a Woman of Power means living life to its fullest and striving for excellence in everything she does. Receiver of the International Presidents Circle Award, she is also a Certified International Property Specialist, an Accredited Seller's Representative, an Accredited Buyer's Representative, and a Certified Negotiation Expert. Bonnie hopes that by welcoming every challenge, she will help other women move forward professionally through her own example. She sat down with Maniac to give us a scoop on the woman behind the amazing work ethic.

**MM:** How did you find your path? Is this something you always aimed to do?

**BL:** I am not sure that becoming a realtor was always a career goal, but I believe it was my destiny. I always loved the idea of running my own business, but I was not sure what to do. I asked my father for advice, and he told me that in order to be successful in business you need to provide a service or product that everyone needs. Since everyone needs a place to live, he suggested that I become a realtor. So that's what I did!

**MM:** If a young professional woman wants to achieve the same level of success that you have had, what should she do?

**BL:** Whether female or male, you need the "Four Ds" to be successful: Discipline, Determination, Dedication, and Desire.

**MM:** What is the biggest professional challenge that you have faced, and how have you overcome it?

**BL:** Years ago, after having my first baby, I was interviewed at a particular agency by two male managers. The first question they asked was, "What have you done besides baking cookies and having babies?" I got up from my chair, told them, "Thank you, but this is not the place for me," and the rest is history.

**MM:** What keeps you motivated to maintain your current level of excellence?

**BL:** Well, I am always looking to improve and to grow. I love to challenge myself academically. I look at other professions and try to see what I can take from them in order to improve my performance as a realtor.

**MM:** Who are the women who have inspired you?

**BL:** My mother, Bogomila, who is presently writing two books and working on the production of two art exhibits on the Impressionist Painters and Mysticism. She is a strong woman who speaks her mind and expects everyone to reach their fullest potential.

My dear friend, Kim Bunner, who died from terminal breast cancer. She never stopped living and helping people. She constantly maintained a positive attitude. She lived more in her forty-seven years than most people live in a hundred. I keep a picture of her as a screen saver on my phone. Whenever I am frustrated, I look at it and remember how she would say, "Quit whining and PULL UP your Big Girl Panties!" I laugh and then get on my way.

My sister, Edwina is also inspirational. Two years ago, she was diagnosed with bilateral breast cancer. She has two children, two dogs, and a husband. She never quit working as a teacher. Also, she won a National Excellence in teaching award for her work at that time. During her treatment, she lost her hair. I told her, "God made only so many perfect heads...the rest they put hair on!"

To learn more about Bonnie Loya, please visit:  
[www.bonnieloya.com](http://www.bonnieloya.com)