

SUPPORTING BAYLOR BUSINESS WOMEN



“My first introduction to real estate was through a summer job, and *I’ve been fascinated with this field since that time.*”

Although she graduated from Baylor with a degree in Education, Nancy T. Richards has a passion for business. Richards’ determination and business savvy has led her to making quite an impact in the real estate industry.

“My first introduction to real estate was through a summer job, and I’ve been fascinated with this field since that time, she said. I cannot think of any part of the industry that I’m not interested in, whether it is real estate development, sales, financing, land, single family homes, multi-family housing, architecture or commercial properties. It’s a dynamic area full of opportunity, particularly for entrepreneurs.

An entrepreneur herself, Richards started Dallas-based First Preston Management, Inc. in 1988. The company functions as a real estate advisory, management and marketing company. In 2001, Richards and business partner Lisa Barrentine launched HomeTracker®, a web-based data integration system for real estate business processes. Most recently, in 2004, BidSelect® was launched as an online marketplace and offer management system for real estate assets. Richards and Barrentine were recognized in 2005 by Ernst & Young, LLP as National Entrepreneurs of the Year.

Richards remains humble regarding her success in the real estate industry. Now she gives back to Baylor students who are interested in pursuing careers in business. Richards' company, First Preston Management, sponsors Baylor Business Women, a campus student organization whose mission is to develop a strong network of Christian women to provide opportunities

for personal growth and business relationship development by integrating professional insight, integrity and leadership.

"It concerns me that women graduate with equal credentials but do not receive offers on equivalent jobs or progress as rapidly as their male peers in their careers, she said. I am active in my support of Baylor Business Women because I know it is opening up opportunities for women to succeed and fully utilize their talents and skills by addressing gender specific issues.

Along with supporting Baylor Business Women, Richards has given her time by serving as a former member of the Hankamer School of Business Advisory Board for several years. After all, Richards said, *"The best return on an investment is an investment in others."*

