

MEMBER SPOTLIGHT

HANNA KIM YOON

“Build relationships. Your work life is often determined by the nature of your interactions with colleagues, clients, and even competitors. Relationships are not only investments but also strong determiners of how much you will enjoy the day-to-day of your career.”

— HANNA KIM YOON

*Senior Counsel,
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What are you passionate about or involved in with the Asian American/Pacific-Islander community or culture?

As a child of Korean immigrants, I saw how much my parents and other immigrants struggled to provide a better future for their children and adapt to a new country, culture, and language. As a pastor's kid, I have engrained within me the principle of servant leadership. The 1992 LA Riots was a pivotal moment for me when I witnessed many Korean businesses become negatively impacted and the detrimental ripple effect on the local community. It was in the aftermath of this period that I saw the necessity of partnering with others to ensure that API voices are heard and API concerns are addressed.

What behavior or personality trait do you most attribute your success to, and why?

My family wasn't wealthy, but I grew up in an affluent neighborhood, and so I learned to be resourceful. I started working when I was in high school and I learned the benefit of working hard, maintaining good relationships, asking for help, and being willing to be of help to others.

Where do you find the most inspiration?

I find the most inspiration in the role models I have had throughout my life. Whether it was people I read about in books, acquaintances who have been successful in their careers, or family members who have exhibited great integrity, I am inspired by individuals who are able to sustain their excellent character.

What led you to your career path?

I hate to be a stereotype, but there was no question that I would be some type of professional, but I wasn't fond of math and I hated chemistry and so that ruled out accounting and medical fields. My grandfather was an attorney and I liked political science, so I applied to law school. In law school, I gained an interest in urban planning, and having grown up in Los Angeles, I was interested in infill development in dense neighborhoods. I started working part-time at a real estate company during my last year of school and have been in real estate ever since.

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ASIANS + PACIFIC ISLANDERS IN REAL ESTATE



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