



# TAKING THE LEAD ...



Meet David Koonce, LP '18, LHC General Membership Chair & Senior Mortgage Consultant, Fairway Independent Mortgage Corporation

## ***How do you define leadership?***

I define leadership as the ability to guide others in a direction of positive change. I love getting a group of people together for a good cause.

## ***What leader inspires you and why?***

I am inspired daily by the CEO of Fairway Independent Mortgage, Steve Jacobson. His ability to relate to everyone that works in this 10,000+ employee company is remarkable. He is humble and kind. He gives and gives and is the type of person that you want to go to battle for. While he is not saving the world, he IS making a difference in lives every day....and as we know ripples can make things happen.

## ***What is your favorite thing about being a leader?***

Seeing the joy on the faces of my teammates when we have accomplished the goal. If I can get a smile on the face of someone that is involved in accomplishing a goal that makes a difference, I am thrilled.

## ***What is your favorite leadership quote?***

"Leadership and learning are indispensable to each other."

- John F. Kennedy

## ***In your opinion, what is the best trait a successful leader should have?***

The ability to listen. God gave us 2 ears and 1 mouth for a reason. Listen to those around you and guide them, as necessary. If we listen, we will understand what makes them who they are. When we know who they are, we can motivate them to succeed in the mission.

## ***What leadership advice would you give a new emerging professional?***

Listen to the people on your TEAM. Seek wise counsel and stay humble.

## ***What are your go-to hobbies or pastimes?***

I enjoy fishing and golfing, if I can find spare time...but I have 2 wonderful boys that fill most days with joy, and a little bit of anxiety, if you know what I mean.

## ***What is your most memorable vacation?***

My honeymoon to Greece was amazing. Santorini, Mykonos and Athens for a couple weeks of adventure and discovery. Views to die for and the beginning of something amazing!

## ***If you were not in your current role, what would your dream career/job be and why?***

I really enjoy what I am doing. Helping people realize their dream of home ownership is pretty cool. It makes me feel good! If I were not doing my gig, I would be managing a small fleet of fishing boats in a warm and wonderful climate! All the while. I would be helping spread the word about how amazing Leadership Howard County is!