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OCTOBER 2022



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K E E G A N

By MK Moore, SSRP writer; photography by An LeFevre, AnOriginal Photography

*Serving
and leading
throughout her life*

When Kathleen was 4 years old, her father was killed in the Vietnam War. Her mom had one piece of resounding advice for Kathleen and her two sisters: Stay away from military men.



So Kathleen stayed away from them until she became a military woman herself.

After graduating college, Kathleen took a leap of faith and joined her roommate in responding to an ad to teach English in Japan. The travel bug took over from there, and she went to Hong Kong, Korea and Thailand. She thought she might want to be an elementary teacher and joined the National Guard to help pay for her master's degree.

She didn't end up getting her master's but stuck with the Massachusetts National Guard for 28 years, retiring as a Major in 2018.

"So, I grew up an angry little girl. I then struggled with depression throughout my young adult life, but the military lifted me up and taught me to be self-sufficient and self-reliant, and it gave me more confidence than I could have ever attained alone."

That wasn't her only gift from her military career, though. When she talks about meeting her husband, Sean Keegan, she had a characteristically military encounter: "I fell in love in a foxhole."





The couple went on to officer and candidate school together, and he proposed at the end of training. In 1994, they married and later had two boys — one of whom joined the Army when he was 19 and is now in the National Guard deployed to Qatar.

Kathleen's sidestep to real estate came from personal experience. "We owned a condo, and we were buying a house. I thought I could sell it myself, so I made a website and a brochure, then it sold very quickly."

"I didn't know anything about selling on my own, but I enjoyed it and wanted to get my license," she said. Now 20 years later, Kathleen says she hasn't looked back.

She credits her success to her strong communication skills. "One of the most important things in the Army is communication. It's huge — you have to do 360-degree communications to the folks that you report to, command to, and stand next to."

It was a bumpy start: "There's an expression in real estate that being a real estate agent lends itself to unlimited income potential and flexible hours, but in the beginning, it's the opposite — unlimited hours and flexible income potential."

In no time, though, her regimented perseverance sparked a stellar career. With dozens of sales under her belt at two different brokerages in 2010, Kathleen had gathered the confidence to go out on her own. So she started KKeegan Realty.

"It was scary getting started with my own systems, but I can make my own decisions, and I don't have a corporate mindset. Everything and everyone is different, and I can work with them that way on that."

Having thrived for more than a decade with dedicated support staff and attracting additional agents, KKeegan Realty is just another mark of Kathleen's dedication to success.

Her drive doesn't stop at the office, though. Kathleen always finds time for the community she calls home. She's been the Chairperson for the Pembroke Tree Lighting since 2007, where 2,500 gather to ring in the holiday season. And for every September since 2015, she and her committee put on the Pembroke Celebrates with Fireworks, where upwards of 4,500 people come together. She is also the Vice Commander of the Pembroke American Legion and the Town Memorial Committee.



“ I JUST ENJOY PUTTING ON FUN, FREE MEMORABLE EVENTS FOR OUR COMMUNITY .





"I just enjoy putting on fun, free memorable events for our community," she said. She gets a warm feeling knowing that there are people who appreciate all she gives back to her community.

She radiates warmth and enthusiasm about all that she dedicates her time to. "Time is always my biggest challenge," Kathleen said. "Being my own boss, I never have enough time."

To anyone watching from the outside, it's abundantly clear that Kathleen makes the most of every moment.


“
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