

CREW RICHMOND

30TH ANNIVERSARY

CREW Member-to-Member Interview with Mary Katherine McGetrick

by Caitlin McBride

Mary Katherine McGetrick, a partner in the Real Estate and Financial Services Section at Williams Mullen, has spent her career developing an expertise in real estate law. Her interest in Commercial Real Estate was intentional. A self-proclaimed, “property nerd,” Mary Katherine cites Real Property as her favorite class in law school. As an associate, Mary Katherine enjoyed being able to look around town to see projects that she worked on coming out of the ground. “In real estate you get to focus on building new projects as part of a team. This is more fulfilling to me than some other areas of the law where the focus can be more on conflict and discord.”



Because her role allows her to engage with clients at every point of the CRE lifecycle, she feels fortunate to be able to guide them throughout it all – “From entitlements to getting the land under control; to negotiating financing documents, construction contracts, leases; and, ultimately, putting the project in service and then disposing of it. I am fortunate in that I can work either in an up or down cycle. Clients at any stage of the cycle seek my advice to help them to make the best business decisions.”

While transactions and projects may have common elements from one to another, they are each unique. She relishes being a part of and celebrating her clients’ accomplishments. “Having been around and done this for as long as I have, I can offer perspective,” regarding what is worth fighting for and, “what to let go in order to achieve the greater goal of getting the deal done.”

Throughout our conversation, Mary Katherine continued to highlight her role as a trusted advisor for her clients as her biggest source of pride and satisfaction. Using her knowledge to achieve the best results for her client is her top priority. “Sometimes the legal solution to an issue is not the greatest, however, you still want to be available to your clients as a resource. To have a client call you up and say, ‘Hey, I have been thinking about how to handle this issue, but I’d like to bounce a couple of ideas off you first,’ is the greatest compliment I can have.”

Mary Katherine is passionate about supporting the growth and success of her female colleagues and connections. “Supporting each other, getting more women to the top, it has to be a top-down thing.” She credits CREW as a strong network that allows for these professional development opportunities to flourish. “Working the network, developing contacts and friendships, really lifting each other up - is the best thing about CREW.”

Joining CREW in 2003, she served on the Board for several years, including as chapter President in 2010. Through her time as a member, she has found the CREW network to be a great resource, gaining both friendships and professional connections. “It’s one of those groups where you know that when you walk in, if you don’t see someone you know, then you can strike up a conversation with whomever and you’re going to have something in common.”

Reflecting upon her career to this point, she offers plenty of sage advice that bears pausing to reflect upon:

- Always ask for what you want, even if it scares you a little.
 - Your relationships with colleagues and clients are a key to happiness; you need to trust and enjoy the people you work with to be successful.
 - Don’t beat yourself up about mistakes. They happen, learn from them.
 - Take some time to enjoy your youth, it flies by.
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