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30 YEARS

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## **2017 Women in Professional Services: Kathryn Zickert of Smith, Gambrell & Russell, LLP**

May 16, 2017 - Spotlights



Kathryn Zickert,  
Smith, Gambrell & Russell, LLP

Name: Kathryn Zickert

Title: Partner, Chair of Zoning and Land Use Group

Company Name: Smith, Gambrell & Russell, LLP

Years in real estate: 36

What real estate associations or organizations are you a member of? Georgia Association of Zoning Administrators

How have you navigated obstacles to achieve success in your career? I have been extremely lucky to have very qualified mentors through my career. From law professors, to judges, to elected officials and older attorneys: I have learned more from them than in any class. When obstacles have arisen, my mentors have been quick to jump in, dust me off, pump me back up and set me on my way. I listened to what they told me, and the advice was always excellent.

How do you play your strengths to your advantage in your career? I am a “ham” and I have a sense of humor. Notwithstanding the rather dry area of the law in which I practice, I have tried to eke as much pleasure out of it as possible. People who like you and laugh with you are far more likely to work with you and grant a zoning change. Even if they do not, they will remember me on the next application and it will be a positive memory.

What trends are you seeing so far this year? From a development perspective we are yet again “overdoing” it. We are creating a glut of multifamily and even condominium projects, at least in the southeast. I am afraid the price points and sheer volume are such that we will again see high vacancy rates which, in turn, will translate into less commercial success.

What do you do for fun? Dance! Flash mobs. Dance challenges. Ensemble performances. Dance brightens my entire life.

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