



Gagliano of WML&M discusses her career

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During the last 10 years of your career, which professional accomplishment, honor or achievement was most meaningful to you and why?

I am particularly proud of the client relationships I've cultivated through the years, which has allowed my practice to grow beyond complex deal structures to workouts, litigation and other discreet service areas.

Which project, deal or transaction was the 'game changer' in the advancement of your career during the last 10 years?

The Wyndham Hotel transactions. In 2005 I represented several lenders in the purchase of subordinate loans when Wyndham International Inc. refinanced their debt on 14 hotels. I was involved in several reincarnations of the deal thereafter, namely in 2006 when Blackstone purchased Wyndham, including 30 hotel properties, and again in 2007 when the loan portfolio was refinanced. The complexity of the transactions and the diversity of the properties made it extremely challenging and rewarding, and I was also introduced to several long-term clients.

How do you contribute to your company and / or the industry?

I embrace mentoring, wherever possible. It's been a long-held practice of mine to have an open door policy, to serve as sounding board on various issues, to discuss concerns and to share practical guidance on the fast-moving world of commercial real estate.

What advice would you give to women just starting out in commercial real estate?

Not to underestimate how important it is to understand the real estate involved in any particular transaction they're working on. What makes real estate [law] so unique is that no one property is exactly like another. Whether representing a buyer, seller, owner, lender or tenant it's essential to understand all aspects of that unique property or portfolio of properties.

How are you using social media to promote yourself, your products and / or your firm?

I primarily use LinkedIn. Windels Marx news, articles and other useful information can often be found on our LinkedIn company page and on Twitter @WindelsMarx.

Where would you like to be 10 years from today?

I'd still like to be at Windels Marx, with an increasingly strong book of business and to also serve in a senior leadership role for pro bono efforts.

How do you manage the work/life balance?

I think many of us who came through the post-9/11 days in New York, as well as the market volatility that developed pre- and post-2008, have a unique perspective on work/life balance. Solid planning and knowing when to respectfully set boundaries to avoid over-commitment are important if you

want to balance priorities.

Who or what has been the strongest influence on your career and why?

While at my prior firm, I was fortunate to have an incredible mentor --- and I encourage everyone to seek someone who can serve in this capacity. My mentor made a substantial impact on my ability to identify, analyze and pursue opportunities that helped me to grow my client base.

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