



## **2021 Women in Professional Services: Lindsay Mesh Lotito, Forchelli Deegan Terrana LLP**

March 23, 2021 - Spotlights

Name: Lindsay Mesh Lotito

Title: Associate Attorney

Company Name: Forchelli Deegan Terrana LLP

Real estate associations or organizations that you are currently a member of:

Valley Women in Business;  
Young RMA

In the past year, what project, transaction or accomplishment are you most proud of?

As primarily a banking attorney, most often, I am sitting on the side of the table representing the lender at a closing; many of which are real estate-based for collateral assets. I recently had the opportunity to represent a borrower in a \$12 million asset-based term loan. It was a chance for me to sit on the other side of the table as borrower's counsel and to take the lead on a different type of closing. A new professional experience for me, resulting in a favorable outcome for our client, made me very proud.

How have you adapted and changed in the last 12 months?

Learning to work from home, transition to remote/escrow closings and discover ways to simplify transactions in the best interest of our clients has been a change for me. Prior to the pandemic, approximately 90% of our commercial closings were done in person, at the table. Now more than 90% are done through the mail and escrow. The Banking & Finance team collaborated to ensure that these escrow closings were still being signed and documented properly. Together, we found effective and efficient ways to do that.

How do you keep your team motivated despite conflicts and obstacles?

I try to keep the focus on the fact that our department is a team and ensure that I take part in all aspects of getting deals closed. Lead by example and don't be afraid to get your hands dirty. I will come in early to help my assistant scan in the documents if that is what it takes to get the job done. Working together as a team helps keep us motivated. A Starbucks treat in the morning as an

expression of appreciation doesn't hurt either!

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