



2021 Women in Professional Services: Mary Mongioi, Forchelli Deegan Terrana LLP

March 23, 2021 - Spotlights

Name: Mary Mongioi

Title: Partner

Company Name: Forchelli Deegan Terrana LLP

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

Nassau County Bar Association, Real Property Law Committee;
VetPartners, Chair, Program Committee

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

I am most proud of having been asked to represent a national veterinary consolidator, which has provided our firm a unique growth opportunity. Last year, we helped one client acquire 45 hospitals. As chair of the firm's veterinary practice group, I was thrilled to see our group grow in number of attorneys and handle sophisticated transactions ranging from \$2 to \$45+ million. Each transaction had a real estate component. As a full-service law firm, we leveraged the broad experience of our real estate attorneys to successfully negotiate leases in multiple states with a variety of landlords – ranging from a single owner to large national real estate companies. When New York's stay at home Executive Orders were issued, our team pivoted quickly. We stayed connected to each other and our client to ensure these deals were closed seamlessly.

What steps have you taken to ensure the continued success of your firm?

I have taken every opportunity that has presented itself to me to ensure the growth of our firm. I remained and become even more active in VetPartners, a national organization, which gives me, and by extension the firm and its attorneys, exposure to leaders of the veterinary industry. Membership in this organization allows me to remain current on the multitude of issues veterinarians and their advisors continue to face. By continuing to network virtually, by reaching out to people in industry to just check-in and share ideas and by remaining involved in and chairing virtual meetings, the firm has gained national prominence and become a respected presence in the veterinary space.

What books or social media influencers would you recommend to other women?

I am extremely fortunate to have available to me an amazing marketing department led by its director, Kristina Sornchai. The marketing team taught us how to leverage LinkedIn for business development and networking. This has proven to be an invaluable tool for our firm and me, professionally and personally. Last year, I became fascinated by the concept of personal branding. I have come to admire and listen to Grace Lanni. She has a great podcast, "All About That Brand," which is extremely empowering. I highly recommend it to anyone who wants to understand the value of building your own personal brand and the impact doing so can have on your business. Done properly, the rewards that you can reap are well worth your time.

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