



## 2021 Ones to Watch: Jacqueline Bostel, Goodwin Procter LLP

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Name: Jacqueline Bostel

Title: Partner

Company Name: Goodwin Procter LLP

Real estate associations or organizations that you are currently a member of:  
CRE Finance Council (CREFC)

What recent project, transaction or accomplishment are you most proud of?

Being in the middle of two large development deals when the pandemic hit presented significant challenges. One was a complex development deal that our client invested in through a joint venture that took nearly a year to negotiate, but because of the pandemic's impact on cities, became unfinanceable in its current form. I've worked with the client for almost another year to restructure the underlying project, its investment in the joint venture and the financing terms. The second deal, an assemblage of eight parcels with fee and ground leasehold estates, was starting as the pandemic hit, and we dealt with unprecedented challenges in trying to keep the deal on course – including completing the physical diligence. Helping the client close in September was a great result.

Top three things on your bucket list:

(1) Visit Antarctica with my husband, as we have already traveled to the rest of the continents together. (2) Over the course of their childhood, take my kids on a tour of all of the national parks in the U.S. (3) Attend an Olympic sporting event live to take in the culture and competition of it all.

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

It sounds cliché, but I think teamwork is the best way to keep a team motivated. It's important to ensure that everyone at every level feels like they have a valued role in the transaction and understands the transaction as a whole and how they fit into the big picture. We encourage teamwork by approaching tasks in a practical way, mapping out realistic goals and timelines for the project that make it feel manageable. Open lines of communication are key – clearly communicating expectations, deadlines and feedback. But also recognizing that your teammates have more going on than just any one transaction, both personally and professionally, and offering to pitch in when conflicts may arise. And humor – that helps during those late nights too!

How do you contribute to your community or your profession?

I participate in a number of Goodwin's pro bono initiatives. Given recent circumstances, I feel it's more important than ever to give back. Leading up to the election, I worked shifts answering a nonpartisan election protection hotline, helping people nationwide with questions about their voter registration and how, where and when to vote. I have also helped small businesses navigate challenging leasing situations through a COVID small business clinic. And I continue to dedicate time to immigration matters. I am currently representing two minors in petitions for Special Immigrant Juvenile Status and two women in petitions under the Violence Against Women Act. In 2019, I represented a green-card holder who obtained U.S. citizenship, and it was one of the most rewarding days of my career.

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