

## A JENNIFER R. DELGADO

**Partner** // Burch & Cracchiolo // [bcattorneys.com](http://bcattorneys.com)

Delgado advises clients on commercial and residential real estate transactions, including purchase and sale agreements, simple and complex financing arrangements, leases, and title issues. She also has extensive experience representing and advising individuals, small, and medium-sized businesses as to general business law transactions including entity structure, corporate formation, commercial contracts, compliance matters, mergers and acquisitions, day to day operations, and labor and employment issues.

**Source of pride:** "I really enjoy helping people reach their own goals, whether it be opening a new business, buying investment property or closing on a loan. Just knowing that I helped my client in a positive way during that process makes my job totally worth it to me."



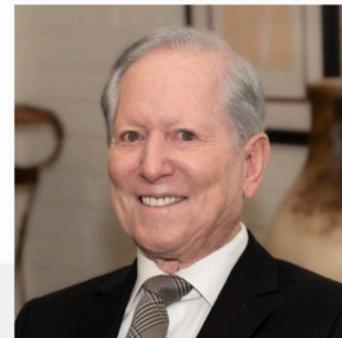
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## B COLLEEN GOODELL KNECHT

**Shareholder** // Gibson Knecht // [gklawaz.com](http://gklawaz.com)

Knecht practices in the areas of real estate transactions, real estate finance and corporate law, including mergers and acquisitions. Knecht's real estate work includes the representation of clients in the acquisition, development and disposition of commercial real estate, including mixed-use residential and commercial high-rise condominium developments. Her experience in mergers and acquisitions includes the representation of sellers and buyers of public and private companies and her corporate experience includes representation of for-profit and nonprofit entities. Knecht is also knowledgeable in the areas of negotiation, drafting and implementation of commercial leases as well as real estate and asset-based lending transactions.

## C LARRY LAZARUS

**Partner** // Lazarus & Silvyn // [lslawaz.com](http://lslawaz.com)

Lazarus's expertise has helped his clients achieve successful outcomes for more than four decades. Lazarus & Silvyn delivers sound and sustainable results through excellence in sustainable developments, land use law, zoning, comprehensive and general planning, project approvals, commercial real estate transactional law, managing multidisciplinary teams and GIS mapping. Lazarus has been recognized annually in Best Lawyers in America since 2007.

**Leadership lesson:** "Be nimble and flexible. In today's world, change is fast and inevitable. Those who continue to operate in the same way, or wish for the 'good old days' will be left behind. Don't just accept change, embrace it. Don't just embrace it, make it happen and then take advantage of it."

## D MICHAEL T. MAEROWITZ

**Partner** // Snell & Wilmer L.L.P. // [swlaw.com/people/michael\\_maerowitz](http://swlaw.com/people/michael_maerowitz)

Maerowitz focuses his practice in zoning and land use planning. He represents a multitude of landowners and developers in navigating the complex land use entitlement process for various real estate development projects in jurisdictions throughout Arizona, including residential, commercial, mixed-use and industrial projects. Within the community, Maerowitz serves on the Creighton Community Foundation's Board of Directors.

**Leadership lesson:** "The law is best practiced as a team and the best leaders give all the credit to the team around them. I strive to model my career based on this advice by implementing a team-oriented and collaborative approach to the representation of my clients."

**Surprising Fact:** "I was formerly a spin instructor."



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## E JASON B. MORRIS

**Partner** // Withey Morris Baugh // [wmbattorneys.com](http://wmbattorneys.com)

Morris is a founding partner at the law firm of Withey Morris Baugh, PLC. His practice is exclusively in land use, planning, zoning and government relations.

**Upcoming challenge:** "Dealing with the realities of water allocation in a desert environment will continue to be a challenge to the development industry. As the metropolitan area grows, we must develop a concise response and legislative scheme which provides certainty going forward. Our office has been involved at the federal, state and local levels to ensure we can help guide these solutions."

**Surprising Fact:** "I suffer from prosopagnosia, or face blindness. Despite being in a field where I am constantly in a crowd of people, it can be debilitating not being able to recognize people easily. Forgive me if I run into you and don't recognize you right away."