



CAROL ANN GLOVER
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Carol Ann Glover is a real estate attorney, the principal of Carol Ann Glover, Inc. and of counsel to Chase Law Group, which she joined in 2012. She attended law school at Loyola and has worked in the legal industry for more than 25 years.

Why does your industry appeal to you?

“Real estate is incredibly dynamic and highly creative. In doing any project—whether it be a ground-up development, a commercial lease or a real estate purchase—there’s this amazing confluence of vision, strategy, design, engineering, construction, finance, management and, of course, law—all applied to a patch of dirt! No two deals are ever alike, and that makes the practice of law in this area fascinating. There’s nothing like the feeling of being a part—sometimes more than one part—of a successful project. It’s very rewarding on so many levels.”

Give us a few tips for work/life balance.

“Find what you are passionate about. I’m lucky to be able to dual-track in real estate: I have my professional life as a lawyer, and I get to flex my creative side in my development business. There’s never enough time in a day to get everything done, but when ‘work’ is something you love, it’s not ‘labor.’”

What concern do you frequently hear from clients?

“Risk. My clients are investors and business owners who are expanding or reworking their businesses or their portfolios, and—rightfully so—they’re always sensitive to the risk inherent in investing in real estate. My responsibility, in turn, is exploring the paths of risk in the lifecycle of a deal, exploring their risk tolerance and then applying creative problem-solving to minimize the downside of any particular deal. The trick is to create as much protection as possible without killing the deal. The optimum position is to make sure that the client has mentally walked the paths of risk vs. reward and is clear about a decision to move forward or move on to the next project, lease, purchase and so on. Conversely, if a client comes to me after a deal has gone bad, we work backwards through the deal to analyze where it went off-track, break it down to its elements and then determine how to move forward again.”

FAST FACT

Carol is also a principal with Turning Point Properties LLC, a real estate development company that focuses on value-add infill projects in the South Bay area. She has spent more than 25 years as a business owner, real estate broker, investor, developer and owner/operator of income properties.