



Real Estate

2025



PROFILED:

NANCY M. OLSON

Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates



Skadden



Real Estate



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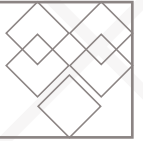
PERSONAL BIOGRAPHY

Nancy Olson is co-head of the real estate group at Skadden, Arps, Slate, Meagher & Flom LLP. She advises on joint venture transactions, private equity investments, financings, portfolio and single-asset acquisitions and dispositions, real estate fund formation and investments, leasing, distressed asset workouts and reorganisations, and real property development. She also counsels clients on real estate investment trust formation, structuring and related transactions.

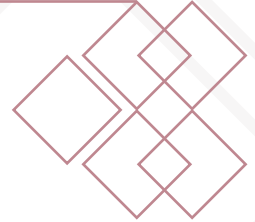
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Q&A WITH NANCY M. OLSON

**Reflecting on your career, how have your goals and aspirations evolved? Have there been any unexpected achievements or shifts in direction?**

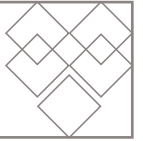
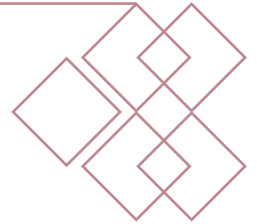
◆ As a young partner, I was hyper-focused on building my client base. As a more senior partner, I continue to focus on business opportunities, but now I make it a priority to connect with younger colleagues – both partners and associates – to offer guidance and highlight the importance of continuously developing legal skills and cultivating professional relationships. The legal profession is a business, and younger lawyers need to understand that business generation is a function of developing long-lasting, meaningful relationships. I encourage our more junior attorneys to identify potential opportunities and connections early in their careers and to follow these opportunities and connections as they advance alongside their peers, inside and outside the firm. Maintaining these relationships is crucial to their success as the legal industry continues to evolve.

What qualities and values are essential for building strong, trusting client relationships?

◆ Building strong client relationships starts with treating each client and deal as if it were your own. I focus on understanding each client's goals and anticipating their needs, which allows me to provide tailored guidance to support the client's ongoing success. I strive to be a trusted adviser to my clients; my clients can always rely on me to act in their best interest, keeping both their success and their business objectives top of mind. This approach has resulted in lasting partnerships, many of which have grown into genuine friendships. I rarely work with a client for a single transaction. We build trust deal by deal, which is invaluable. I am committed to my clients' success. It is my responsibility. This motivates me every day.

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**Could you discuss a particularly rewarding case or project? What made it stand out?**

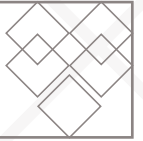
◆ The most rewarding deal of my career was advising GIC in connection with a multipronged transaction involving the \$15bn take-private of STORE Capital, the formation of a related joint venture, and the \$2.6bn acquisition financing, all of which needed to close at the same time. This complex transaction required collaboration across Skadden's many practice groups, including the real estate, M&A, tax, regulatory, banking and employment groups. The transaction showcased Skadden's full capabilities and the value of seamless cross-practice teamwork. It also demonstrated Skadden's collaborative approach, which enables the firm to deliver the best possible outcomes for our clients and is, in my view, what truly sets Skadden apart.



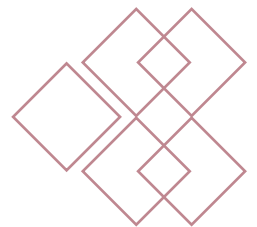
**"THE LEGAL PROFESSION IS A BUSINESS, AND YOUNGER
LAWYERS NEED TO UNDERSTAND THAT BUSINESS GENERATION
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 REPRESENTATIVE ENGAGEMENTS

- ◆ Advising GIC in connection with a \$15bn take-private acquisition, in partnership with Blue Owl, of STORE Capital and a related \$2.6bn acquisition financing, and a \$4.4bn take-private acquisition, together with Dream Industrial Real Estate Investment Trust, of Summit Industrial Income REIT.
- ◆ Advising separate investors in connection with an \$8.1bn joint venture for the acquisition and ownership of industrial facilities, an approximately \$2bn joint venture to acquire and own rental homes, a joint venture and the related acquisition of a 95 percent interest in a 50-story office tower in New York City, and a \$5.4bn joint venture for the ownership of a portfolio of regional malls throughout the US.
- ◆ Advising Brookdale Senior Living Inc. in a multi-faceted transaction during the height of the COVID-19 pandemic, including a \$500m rent reduction and other lease modifications, and its \$2.8bn merger with Emeritus Corporation.

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