

KRISTEN E. SMITH GRANNIS

Partner, Latham & Watkins, Boston

Columbia University
School of Law, 2008

2018

EXCELLENCE IN THE LAW

Up & Coming Lawyer

Outside counsel to Year Up; member of Women's Bar Association and participant of WBA's Women's Leadership Initiative



"It is a great feeling of accomplishment to be considered a leader in my field and have the ability to give back and be a mentor to others at my firm."

In the fast-paced world of mergers and acquisitions and investments for private equity sponsors, Kristen Smith Grannis has defined herself as a prominent Massachusetts practitioner in just six years. And making partner at the beginning of 2018 apparently hasn't slowed her down; in her first month, she led and closed three significant M&A transactions for key clients, pulling a few all-nighters in the process.

A participant in the Women's Bar Association's Women's Leadership Initiative, Grannis enjoys her role as a mentor to many colleagues in her office.

Q. *What do you consider your biggest achievement as a lawyer to date?*

A. I feel I have made it to a point in my career where my colleagues are coming to me for advice. It is a great feeling of accomplishment to be considered a leader in my field and have the ability to give back and be a mentor to others at my firm.

Q. *What is the best piece of professional advice you ever received?*

A. I've been given some great advice, but one thing that has stuck with me over the years is to act with integrity. Your reputation is truly your most valued asset. This really drives home how hard work and being considerate of others can go a long way.

Q. *Professionally, what keeps you up at night?*

A. Ensuring that my teams are coordinated and managing the various details of complex transactions keeps me awake. It's our job as attorneys to make sure we cover each and every detail for our clients.

Q. *What advice would you offer new law school graduates?*

A. Keep your options open. You never know

what direction your law degree will take you. One thing is certain: Your career will have ups and downs, good days and bad. But continue to persevere and you will get to where you want to go.

Q. *What's the biggest mistake you've made professionally?*

A. When I was an associate, I sometimes hesitated to take risks or ask a lot of questions, and would instead try to figure things out on my own. If I could do it over again, I would have asked for assistance more often, which in turn would have built my confidence up faster and encouraged me that it is OK to take certain risks.

Q. *What's the toughest part of your job?*

A. I am in a service industry [and] end up wearing different hats, so I would say the unpredictability of the day to day. It is a challenge to ensure all our clients and stakeholders receive the best service.

Q. *What's one thing about you that might surprise people?*

A. I love to garden, mostly vegetables and flowers.