

# Women of Influence Awards

FEBRUARY 7, 2019

5:00 p.m. - Cocktails and Hors d'oeuvres

6:00 p.m. - Dinner Service

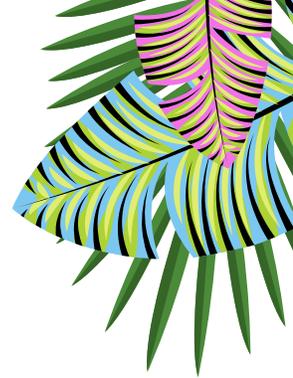
6:15 p.m. Awards Ceremony

## **WOMEN OF INFLUENCE AWARD RECIPIENTS:**

Chetta Sinclair of Cushman & Wakefield - Property Management  
Carol Little of Corporate Design Group, Inc. - Architecture and Design  
Dina Kimble of Royal Electric Company - Contractor  
Elaine Hartin of Newmark Knight Frank - Broker  
Nancy Park of Best Best & Krieger - Law  
Beth Mullen of CohnReznick - Finance

## **NANCY HOTCHKISS WOMAN OF IMPACT AWARD:**

Amy Lerseth



# The Nancy Hotchkiss Woman of Impact Award

The Nancy Hotchkiss Woman of Impact Award was created to annually honor a woman who has had a significant impact on commercial real estate in the Sacramento area, while benefitting our community and focusing on her family. The nominee should be an achiever in her field or occupation, considers family and friends equally, if not more important than, her career, and displays generosity to others. Her impact on the local community may derive through participation in community service organizations or through the impact on individuals through personal volunteerism done not for recognition, but simply because assisting others is the right thing to do regardless of the visibility of her actions.

This Award is named after Nancy Hotchkiss, an attorney with the firm of Trainor Fairbrook, who was a past President of CREW. Nancy was a high achiever and very highly respected in every aspect of her life, but was unfortunately taken from us by brain cancer in her 50s.

As an attorney, she zealously represented her clients and developed long-term personal relationships with most of them. As a girl raised on a high-desert ranch in Eastern Oregon, she learned a tough, no-nonsense demeanor on the outside (branding cattle and wrangling horses), but had a soft and loving heart on the inside. She also acquired a colorful, non-expetive vocabulary that entertained anyone who had the occasion to speak with her. She saved her most colorful comments for opposing counsel. Nancy made decisions regarding her cases based upon ethics, pragmatism and her clients' best interests. Her clients loved her because she was successful and responsive. In the office, she cared about her co-workers, all of whom she considered friends. She took the time to give shoulder massages to those under stress, provide advice and assistance to those experiencing personal problems, and mentored those who worked for her.

In addition to work, Nancy was very involved in many organizations other than CREW, including the California Receivers Forum, for which she also served as President. She also received numerous recognitions as a Top Lawyer, a Best of the Bar Lawyer, a Preeminent Lawyer, and, most importantly, a recognition as a Best Lawyer in America, which is limited to the top one percent of lawyers in the country.

Despite her passion for her career, Nancy's family and friends were always a priority. She took time off and worked reduced hours, to her financial detriment, so that she had sufficient time to spend with her family and her three daughters, who she raised as a single mother. She displayed exceptional generosity to the people around her, even when it was not obvious to people other than those she was helping. She regularly provided support and guidance to women who were going through divorce, helped new homeowners with landscape design and plant selection (Nancy loved gardening), mentored high school seniors, and provided personal assistance to anyone she came across that needed it. She did not do these things for recognition, but simply because of her generous spirit and because it was the right thing to do. She was an unsung hero and a tremendous asset to the community and all she knew.

Nancy's lasting impact on her clients, co-workers, CREW members, family, friends and the community will never be forgotten.





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