



**JOHN C. NORLING**  
Member

**JENNINGS, STROUSS & SALMON PLC**  
1 E. Washington St., #1900  
Phoenix, 85004  
602.262.5882  
jsslaw.com

**Years with company:** 1.5  
**Years in industry:** 21  
**Responsibilities:** Norling serves on the firm's management committee and is a member of the Corporate, Securities, and Finance Department. His practice is focused on advising clients on commercial transactions, real estate, business organizations, corporate law, mergers and acquisitions, federal and administrative compliance, business contract negotiations and advertising law. He serves as the de facto outside general counsel for many of his clients, providing advice on issues ranging from day-to-day operations to strategic planning.



**MICHAEL RIPP**  
Shareholder

**RYLEY CARLOCK & APPLEWHITE**  
1 E. Washington St., #1200  
Phoenix, 85004  
602.440.4800  
rcalaw.com

**Years with company:** 28  
**Years in industry:** 28  
**Responsibilities:** Negotiating, drafting and sometimes enforcing agreements with respect to the development and financing of commercial real estate.  
**Professional accomplishment:** Building a large-firm bank client base from a relatively small platform that had a single bank client when I arrived here. My clients trust me to serve as a sounding board and offer suggestions on the front end of many of their large and/or high-profile deals.  
**Sales advice:** In my corner of the world, the most important elements are being responsive — even when doing so is inconvenient — creative and reliable.

**PAUL WEISER**  
Shareholder

**BUCHALTER NEMER**  
16435 N. Scottsdale Rd., #440  
Scottsdale, 85254  
480.383.1800  
buchalter.com

**Years with company:** 9  
**Years in industry:** 33  
**Responsibilities:** Handles all aspects of commercial landlord/tenant law for office, retail, industrial and medical properties, including those relating to leasing, construction, brokerage and defaults.  
**Sales advice:** For sealing the deal, understanding the client's needs and being able to explain how they coincide with the desires of the other party so as to increase the likelihood that an accommodation can be reached that both parties find acceptable.



**JORDAN RICH ROSE**  
Founder, president

**ROSE LAW GROUP PC**  
7144 E. Stetson Dr., #300  
Scottsdale, 85251  
480.505.3939  
roselawgroup.com

**Years with company:** 15  
**Years in industry:** 20  
**Professional accomplishment:** As a zoning attorney, I love the "ah ha" moment when a solution to the big issue hits you. You end up satisfying stakeholder concerns, which allows you to get the votes and leaves the client with a very profitable project.  
**Bucket list:** I am not sure why I haven't done this yet, but I really want to go to North Dakota and see what that "gold rush" for fracking feels like. I love to be in the middle of economic opportunity and entrepreneurial energy. I want to be an economic development tourist in Dakota — just not in the winter.



**JUSTIN STELTENPOHL**  
Partner

**SQUIRE PATTON BOGGS**  
1 E. Washington St., #2700  
Phoenix, 85004  
602.528.4192  
squirepattonboggs.com

**Years with company:** 16 **Years in industry:** 16  
**Responsibilities:** Steltenpohl provides counsel on complex corporate and real estate finance matters. He has experience in financing related to the acquisition and development of commercial real estate. He also has experience in real estate leasing and has represented both landlords and tenants in negotiating and drafting ground leases, retail leases and office leases including mixed-use developments. He regularly addresses issues arising from the sale of loans and loans secured by collateral located in multiple states and inter-creditor arrangements.



**JOYCE K. WRIGHT**  
Partner

**SNELL & WILMER L.L.P.**  
One Arizona Center  
Phoenix, 85004  
602.382.6000  
swlaw.com

**Years with company:** 32 **Years in industry:** 32  
**Responsibilities:** Wright is engaged in areas of real estate practice including

purchase, sale and development transactions for clients in diverse industries, master planned developments, resort, golf course and hotel projects, mining and natural resource projects, agricultural and ranch projects, solar and renewable energy projects, energy and telecommunications facilities, educational facilities, industrial, office, residential, retail and mixed-use projects. She was voted Best Lawyers of America, Real Estate Law (2005-2013).

