

## **MVP: Weil's Stephanie E. Srulowitz**

By **Hannah Albarazi**

*Law360 (November 15, 2024, 3:21 PM EST)* -- Stephanie E. Srulowitz of Weil Gotshal & Manges LLP's U.S. private funds practice led real estate investment firm Crow Holdings Capital Partners in raising a \$3.1 billion Fund X, guided Lee Equity Partners to close an oversubscribed \$1.3 billion Fund IV and shepherded Graycliff Partners in a \$600 million fundraiser push, earning her a spot as one of the 2024 Law360 Fund Formation MVPs.

### **Her biggest accomplishments over the past year:**

Srulowitz said some of her biggest accomplishments and proudest moments this past year came from helping Lee Equity Partners close its oversubscribed Equity Partners Fund IV, which had total capital commitments of about \$1.3 billion, and helping Graycliff Partners close its \$600 million one-and-done fundraiser.

She's also proud to have helped Crow Holdings Capital Partners raise its \$3.1 billion Fund X, saying, "Getting to partner with one of the premier real estate funds and help them achieve such a successful fundraiser was a big accomplishment."

More generally, Srulowitz said she feels a sense of accomplishment and excitement when she thinks about the diversity and volume of projects the firm is now working on in the secondary space and how it has become a "go-to platform" for sponsored buyers and sellers in that space.

"We really hit our stride," Srulowitz said. "We had the opportunity to represent some of the most prominent buyers and work on some of the largest transactions being done in the market. Being part of building a practice area out has been very exciting for me."

### **Her biggest challenge over the past year:**

Among Srulowitz's biggest challenges this year has been the fundraising market itself, which she said has "definitely been slowly improving relative to 2023, which was really, really challenging."



"But the pace of fundraising continues to lag buyers' cycles, which means fundraises [are] longer, more challenging for our clients. And that's difficult," she said.

**Why she's a fund formation attorney:**

Srulowitz recalls being drawn to the private fund practice as a young attorney because it offered her a chance early in her legal career to do substantive work.

"I think that there's a real intellectual rigor to what we do," she said. "We're constantly problem-solving but also able to build really deep and collaborative relationships with our clients."

**What motivates her:**

Srulowitz said she finds herself motivated by the many novel situations that clients bring to her and finds excitement in digging into commercial, legal and regulatory challenges that clients need help navigating.

"I like to be able to really understand and unpack a complex problem and then help come up with a solution that's really been fully considered from all angles," she said.

She said she also appreciates the teamwork required to achieve successful outcomes for her clients, saying, "Often in the private fund world, even negotiations can be collaborative and goal-oriented rather than adversarial or a zero-sum game."

Srulowitz said her role as co-chair of Weil's Task Force on Women's Engagement and Retention is also a source of motivation for her.

"I have really focused on policies and programs that will increase the number of women into firm leadership, where I think there is still growth ahead for the firm," she said.

**Her advice for junior attorneys:**

Junior attorneys, she said, would do well to be curious and to take ownership at work.

"As a junior lawyer, it's easy to just do what's asked of you and to go home, but if you want to grow, you need to look for opportunities to understand the big picture," she said.

Srulowitz said she also thinks junior attorneys can learn a lot from being in the room — as opposed to working remotely — because it gives them a chance to watch and learn from senior lawyers as they counsel clients and negotiate with counterparties.

*--As told to Hannah Albarazi. Editing by Dave Trumbore.*

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