



## SHERRY CUSHMAN

EXECUTIVE MANAGING DIRECTOR & LEADER,  
LEGAL SECTOR ADVISORY GROUP - AMERICAS

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### ROLE & RESPONSIBILITIES

Sherry Cushman has spent her nearly 30-year career exclusively advising tenants in the legal sector throughout the United States. She is headquartered in C&W's Washington, D.C. office and travels the country working with law firms to develop long-term business and real estate strategies that support and fulfill their strategic business goals and objectives. Ms. Cushman's focus is on implementing real estate solutions that closely integrate her clients' business, financial and operational goals with a focus on profitability impact for single, multi-office and large portfolio users alike.

As leader of C&W's national Legal Sector Advisory Group, Sherry coordinates the group's initiatives, national benchmarking, as well as serves as a Thought Leader and Chief Strategist to C&W law firm clients. The Legal Sector Advisory Group consists of over 100+ highly sophisticated law firm real estate advisors, who draw on multi-disciplinary teams of C&W professionals, to deliver strategic solutions specifically tailored for the legal industry.

Ms. Cushman has represented law firms in over 12 million square feet of law firm prime lease, lease restructures/renewals, build-to-suits and base building negotiations. During her career, she has been the lead broker and/or team member in representing the real estate portfolios for numerous global, national and regional law firms. Over the years some of her clients have included:

Baker & Hostetler	Shook Hardy & Bacon	Bracewell Guiliani	Winthrop & Weinstine
Morgan Lewis	Bingham McCutchen	Robinson & Cole	Morrison Foerster
Clifford Chance	McCarter & English	Ross, Dixon & Bell	Dechert
Greenberg Traurig	Ballard Spahr	Lindquist & Vennum	Groom Law Group
Day Pitney	Marshall Dennehey	Cummings & Lockwood	Lewis & Roca
Briggs & Morgan	King & Spalding	Dinsmore & Shohl	Nixon Peabody

### WORK EXPERIENCE

In 1985, Ms. Cushman began her career in commercial interiors, designing interior space for law firms. She transitioned her career in 1993 to commercial brokerage, specializing in tenant representation and incorporating her design expertise into developing real estate strategies for her clients. During her 30-year tenure, she served for nine years as a Corporate Managing Director at Studley and founded the company's Law Firm Practice Group. She then spent a decade at CBRE as a Senior Vice President and was one of five founding members of its Law Firm Practice Group. Sherry's tenure and extensive expertise provides her clients with unparalleled service and legal sector knowledge.