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## **2020 Ones to Watch: Adam Ponte, Attorney at Fletcher Tilton PC**

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Adam Ponte  
Fletcher Tilton PC

Which project, deal, or transaction was the “game-changer” in the advancement of your career? I recently represented the seller in an intra-family sale of ownership interest in one of the oldest restaurants in the world. The deal was complex: It involved contentious appraisals and negotiation of a significant purchase price; retention of a 50% ownership interest in the subject real estate; negotiation of break points based upon future restaurant earnings to qualify landlord to additional funds; negotiation of a lucrative long-term lease; and the release of outstanding claims and liabilities against family members. As you can imagine, the transaction was rendered even more complex given the COVID-19 crisis. My team overcame all of these challenges and got the deal done. This transaction was the “game changer” in advancing my career. I had been involved in the intra-family dispute for over six years, and this transaction enabled me to turn what was originally a defensive representation into a transaction where we closed on our terms. This experience reinforced my belief that, with patience, dedication, creativity, effective communication and perseverance, you can always find a way to win. This deal solidified a longstanding client relationship into what will likely be a lifelong one and, what’s more, our firm now represents the entire family.

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