

**ANNETTE MICHELLE (SHELLI) WILLIS**

WORK ADDRESS

SunTrust Bank  
303 Peachtree Street NE  
Suite 3600  
Atlanta, GA 30308

HOME ADDRESS

9 Albemarle Drive  
Atlanta, GA 30327

DESCRIPTION OF EXPERIENCE:

27+ years of experience representing financial institutions and real estate investors, including broad experience in finance, risk management, compliance and regulatory issues, board and corporate governance, environmental and sustainability/CSR matters, employment matters, litigation management, cyber and privacy issues, complex transactions and contract negotiation, and collaborative thought leadership delivering creative legal and business solutions.

Experience in representing developers, purchasers, joint venture partners and associations in the acquisition, financing, development and sale of real property. Experience in representing both landlords and tenants in office and retail leasing. Extensive experience in assisting clients in the preparation of all variety of commercial contracts and forms with a focus on building efficiencies.

EDUCATIONAL BACKGROUND

Goizueta Business School, Emory Executive Education, Advanced Leadership Program in partnership with SunTrust, Awarded Certificate of Completion June 8, 2016

Emory University School of Law (J.D., *with distinction*, Order of the Coif, 1989; *Emory Law Journal*: Executive Notes and Comments Editor – Publication)

Duke University (A.B., *cum laude*, 1986)

BAR MEMBERSHIPS & DATES

North Carolina, 2006  
Georgia, 1989

EMPLOYMENT HISTORY

**SunTrust Bank**  
**SVP and Deputy General Counsel, March 2014-Present**

*Team Lead for Corporate Legal Team. Past team lead for Wholesale Banking (including Wholesale Lending, Special Assets, and Treasury and Payment Solutions), Procurement Contracting and Employment, and Operational Risk Manager and Business Change Risk Steward for SunTrust Legal. Member, SunTrust Women's Teammate Network and Hispanic-Latino Teammate Network*

*Active member of team leading SunTrust's Workplace Financial Wellness for Companies as part of Momentum on Up Movement*

*Assistant Corporate Secretary, SunTrust Board of Directors and Governance and Nominating Committee*

**Troutman Sanders LLP**  
**Partner, January 1997 – March 2014**  
**Associate, October 1990 – December 1996**

*Head Firm Partner for workout team for national banking institution, with responsibility for 5 years for the staffing and management of an interdisciplinary team of up to 21, as needed, real estate, litigation, bankruptcy, environmental, land use, construction, tax and corporate attorneys and paralegals in eight of our offices, as well as responsibility for the oversight and management of seven outside counsel firms providing services in jurisdictions in the regions in which we did not practice. This representation involved the development and management of alternative billing arrangements for this client, tracking of federal and state legislation relating to financial institutions and distressed assets, and creation and presentation of training programs for personnel.*

*Lead Firm Partner for a number of financial institution clients, with responsibility for development of appropriate staffing teams; development, updating and management of form documents for those clients; and budgeting and management of fee arrangements, including alternative fee arrangements.*

*Member, Women's Forum Committee: founding member and past chair of Troutman's Women's Forum, which promotes the visibility and accomplishments of the firm's women attorneys; offers expanded professional development and business development opportunities; and provides a supportive environment for the continued recruitment, promotion and retention of women attorneys firm-wide.*

*Member, Associate Review Committee, for 6 years. The members of the Associate Review Committee are responsible for evaluation, training, promotion and termination of associates firm-wide.*

*Team Leader, Green Real Estate Team. Founded Green Real Estate Team to assemble multi-disciplinary team with a focus on green development, leasing and lending.*

*Past Chair, Library Committee. Responsible for Lexis and Westlaw contracts and budgeting decisions for hard copy and virtual library.*

**Law Clerk for The Late Honorable J. Daniel Mahoney,  
U.S. Court of Appeals, 2<sup>nd</sup> Circuit, New York, 1989-1990**

**SPEAKING ENGAGEMENTS**

Emory Alumnae Leadership Circle, Maintaining Momentum: Supporting Female Leaders on their Journey to the Top, Panel Discussion, June 2018

ACI Women Leaders in Financial Services Law and Compliance, Cybersecurity and Data Privacy: Staying Compliant in Today's Evolving Market, Panelist, Spring 2018

Counsel On Call Program benefitting Pro Bono Partnership of Atlanta, The Business Case for Diversity, Panelist, November 2017

ACREL (American College of Real Estate Attorneys) – Roundtable Discussion on Construction Relationships among Lender, Borrower and Third Parties in Construction Loans, Fall 2014

Strafford Webinar, Green Leasing Panelist, November 2012

RPLS Georgia, Commercial Seminar Panelist, Green Leasing, Fall 2012

Georgia Leadership Conference, Panelist, “Creating Your Significance – Are you ready to be a brand?” September 2012

IWIRC, Distressed Debt Panel Discussion, Spring 2011

ICLE Commercial Loan Defaults: Lender Options and Remedies, December 2009

RPLS Georgia Model Opinion Panel Discussion, Fall 2009

Law Seminars International, "When the Borrower Defaults ...," Workouts and Remedies in Real Estate: Best Course of Action in Today's Complex Real Estate Transactions, September 2008

Lorman, Letters of Intent and Purchase Contracts, June 2007

RPLS Annual Institute, Legal Opinions, May 2007

NBI, Leases in Financing Transactions, October 2007 and 2006

GSCPA Seminar, Urban Revitalization and Mixed Use Development in Atlanta, Spring 2006

PLIC Legal Conference, Environmental Issues in Financing Transactions, Fall 2005

## LEGAL PUBLICATIONS

*“Green is Good: Energy Management and the Triple Bottom Line,”* CREW OC Atlanta, July 2012

*“You Don't Have to Pick Your Poison: Foreclosure, Deficiency Judgments, and other Collection Strategies in Georgia,”* Georgia Real Property Law Section Newsletter, Summer 2009

*“All Appropriate Inquiries” under the New EPA Standards,* Georgia Real Property Law Section Newsletter, Winter 2006

37 Emory L.J. 995

## BAR ACTIVITIES

State Bar of Georgia

*Past Chair, Executive Committee – Real Property Law Section* ( Served as head of Executive Committee of the largest section of the State Bar of Georgia, with over 2,470 members at the time I served as Chair. *Past Chair and Member, Intangible Tax Committee*, with responsibility for interfacing with Georgia Tax Commissioner on revisions to Georgia's intangible tax. *Past Member, Opinion Committee*, with responsibility for revising the Model Opinion for the State of Georgia. *Past Member, Awards Committee and Pro Bono Committee*)

PROFESSIONAL RATINGS                      Fellow, American College of Real Estate Lawyers, elected 2013

Rated AV Preeminent®, Martindale-Hubbell’s highest rating for legal ability and ethical standards

TEACHING ACTIVITIES                         Adjunct Professor of Research, Writing & Advocacy, Emory University School of Law, 1993-1995

COMMUNITY SERVICE AND PRO BONO ACTIVITIES                      National Charity League (*Member; Liaison with Agape Youth & Family Center; Board Parliamentarian*)

Trust for Public Land – Georgia (*Member, Advisory Council and Asset Allocation Committee, and Chair, Urban Parks Committee*)

Georgia Council on Economic Education (*Member, Board of Trustees and Past Member, Executive Committee*)

Truancy Intervention Project (Georgia), Inc. (*Past Board Member*)

INDUSTRY MEMBERSHIPS                      Urban Land Institute – Atlanta (*Member, Board of Directors, HouseATL Affordable Housing Task Force, and Capital Markets Council; Steering Committee Member and Past Chair – ULI Atlanta Women’s Leadership Initiative; Past Chair, Sustainability Committee and Awards Committee, with responsibility for planning, implementing and overseeing the annual awards decisions and celebration dinner; Chair, Sustainability Committee; Past Member, National Responsible Property Investment Council*)

OnBoard, Advocate

CREFC Women’s Network (*Member*)

Commercial Real Estate Women – Atlanta (*Past Member, Leadership Committee, with responsibility for planning and executing leadership development programs for a select group of women leaders; 2004 Leadership CREW graduate*)

HONORS    Recognized as one of *America’s Leading Lawyers* for Real Estate Law by *Chambers USA* (2007-2013)

Selected for *Best Lawyers in America* publication, real estate law, 2013

Selected as a Super Lawyer by *Law & Politics* and *Atlanta Magazine* for Real Estate excellence (2007- 2013)

Selected for inclusion in the May/June 2010 *Law & Politics’ Super Lawyers, Corporate Counsel Edition*

PERSONAL    Original home Morehead City, NC; Atlanta resident since 1986

Married, 3 children

Hobbies include reading, gardening, walking, and attending a myriad of school sports events

CONTACT INFORMATION                         404.588.8616, [shelli.willis@suntrust.com](mailto:shelli.willis@suntrust.com)