

## **My Toronto CREW PROfile – Christina Kobi**

### **Where do you work and what is your role there?**

I am a Partner at the law firm of McLean & Kerr LLP in the Commercial Leasing Group in Toronto.

### **What areas of commercial real estate do you specialize in?**

I specialize in Commercial Leasing -- Retail, Office & Industrial -- acting as counsel to landlords, tenants, developers, property managers, franchisors and franchisees. I have been selected by my peers for inclusion in the 11th Edition of THE BEST LAWYERS IN CANADA 2017 and for many years I have been recognized in THE CANADIAN LEGAL LEXPERT DIRECTORY as a leading practitioner in Property Leasing. In 2014 I was the recipient of the Lexpert ZENITH Award (Property Leasing) which recognizes excellence and leadership in setting new standards for the legal profession.



Christina Kobi  
[ckobi@mcleankerr.com](mailto:ckobi@mcleankerr.com)

### **What do you find is most challenging or satisfying in your role?**

The aspects of my role (as a leasing lawyer) that I find most satisfying are: (1) acting for both Landlords and Tenants keeps things interesting -- I love wearing both hats and know that it makes me a better lawyer; (2) coming up with creative solutions rather than road blocks, to ensure deals are completed fairly and in a timely fashion; (3) exceeding client expectations (I love hearing compliments like "Outstanding!" and "You Rock!"); and (4) working with and mentoring my amazing Team.

### **How long have you been a CREW member and what do you get most out of being a member?**

I have been a member of Toronto CREW since July 2005. I was Chair of the Foundations Committee (June 2009 - March 2011) and later elected to the Board of Directors (Director of Programs and Golf) from March 2011 - March 2013. Being a member has given me an opportunity to meet some amazing women in the industry and Mentor some incredible up-and-coming talent. The connections (personal and professional) that I have made will last a lifetime.

As well, for the past 2 years I was a Champion Director for CREW Network Foundation where my role was to liaison with 12 CREW chapters in an effort to inspire and educate members about the value of the Foundation. CREW Network Foundation is the only foundation in North America which dedicates its resources solely towards advancing women in the commercial real estate industry.

### **I would like CREW members to call me whenever they need . . .**

...assistance with their commercial leasing matters and due diligence projects are always exciting. There is nothing like having to review and prepare lease summaries for 500 leases in 10 days, or prepare and negotiate 200 estoppels in 14 days, to get your adrenaline pumping. Never hesitate to reach out if you'd like me to introduce you to someone in the industry or provide strategic guidance.