

## **Anthony J. (“A.J.”) Chivetta**

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### **EDUCATION:**

J.D. 1984      Saint Louis University School of Law  
Graduated Cum Laude  
Order of Woolsack  
Top 5% Rank

B.A. 1980      Washington University School of Architecture major

### **EXPERIENCE:**

2014-Present    CEO and Co-Founder of Selequity, a technology company focused on providing financial advisors and their clients with direct access to private placements in commercial real estate.

1984-2018      Armstrong Teasdale LLP

#### **Career Highlights:**

- Early practice focused in the areas of real estate and construction law, representing clients in real estate sales and leasing and in the negotiation and preparation of complex design and construction contracts.
- Construction practice expanded to international construction contracts, technology acquisitions and to international corporate mergers and acquisitions.
- Served as outside general counsel to a private equity backed Dutch holding company which acquired 10 companies from Philips Electronics with operations in more than 15 countries. Over the course of several years, assisted the holding company in reorganizing each of the companies' global operations, positioning each company to operate independently and led efforts to sell each of these companies. This experience involved extensive travel throughout Europe and interaction with many of Europe's leading law firms either as local counsel or opposing counsel.
- Played a significant role in establishing Armstrong Teasdale's office in Shanghai, China in 1994. In 2002, conceived and created the China Alliance, a joint venture consisting of Armstrong Teasdale in St. Louis, Butzel Long in Michigan, Michael, Best and Friederich in Wisconsin and Blake Cassels and Graydon in

Canada, which jointly operates offices in Shanghai and Beijing. Led the China Alliance through a significant growth phase increasing staff in China and expanding operations to Washington, D.C. Led the recruiting efforts for the China Alliance, including recruiting Charles Freeman, then the Chief U.S. Trade Representative for China.

- Chaired Armstrong Teasdale committee responsible for determining the most appropriate location for its Saint Louis office. Armstrong Teasdale's lease at the Metropolitan Square building was due to expire in 2010. Beginning in 2007, led a committee to develop and consider options for new office space or renovation of existing space. Worked extensively with developers and city officials on possible downtown locations for a new office building. Led search for a national design firm that would help Armstrong Teasdale create a forward looking office that would foster efficiency, collegiality and attract and retain top talent. Worked daily with the chosen design firm, Studios Architecture, to determine the most appropriate location, physical arrangements and technologies to be included in Armstrong Teasdale's new offices, which included tours of leading law firm offices across the country to review cutting edge ideas in law firm design and operations. Involved in all aspects of the office design including space planning, office layout, interior design and furniture design and selection.
- Serve as outside general counsel for Cassidy Turley, the nation's third largest real estate services provider. Responsible for all day to day legal affairs of the company. Have worked extensively with the senior management team to develop and implement a national expansion strategy which has seen Cassidy Turley grow from a few Midwestern offices to more than 60 offices nationwide which employ over 3600 professionals. In recent years, this expansion has involved representing the company in multiple acquisition transactions and in designing and implementing a nationwide legal platform for affiliated firms.
- Served as Chairman/Practice Group Leader of Armstrong Teasdale's International Practice group. Responsible for developing and implementing the group's strategic plan, budget, financial performance, practice management, professional development, recruiting and marketing. Led the team responsible for a complete rebranding of Armstrong Teasdale as part of move to new location in 2010,
- Served as Armstrong Teasdale's first Sales Partner responsible for marketing and branding, assisting attorneys in direct sales efforts, developing client service initiatives, developing alternative fee arrangements, and developing and implementing long term and annual marketing and sales plans and budgets.

## **ACTIVITIES AND COMMUNITY SERVICE**

2010 and 2011 Fair Saint Louis General Chairman – *Responsible for planning and organizing St. Louis' largest civic event. Event raised over \$2 million annually from local corporate and individual sponsors. Led volunteer organizing committee, responsible for entertainment, public safety, infrastructure and fund raising.*

Current Board Member of Fair Saint Louis Foundation  
General Counsel for Fair Saint Louis 2000-2009  
Current Board Member of Hope Happens  
Former Board Member of Independence Center  
Former Board Member and Board President of Circus Flora  
Former Board Member of Americorp Saint Louis  
Former Board Member Noonday Club of Saint Louis  
Former Co-Chair Lex Mundi International Trade and Investment Committee  
Speaker on Law Firm design at Lex Mundi Managing Partners Conference, London 2011  
2008-2013 Best Lawyers in America - International Trade and Finance Law  
2007, 2009, 2010, 2011 Super Lawyers – International  
Featured in Missouri Lawyers Weekly article on AT mentoring program  
Featured in Missouri Lawyers Weekly article on law firm design