

Keri Schick Norton



Keri Schick Norton of Kirkland & Ellis LLP regularly acts as lead counsel to some of the top private equity firms in the industry, such as Blackstone and Warburg Pincus, in their deal transactions, including helping Warburg Pincus in its \$1.86 billion sale of Procure Solutions, earning her a spot among the private equity law practitioners under age 40 honored by Law360 as Rising Stars.

Her biggest deal:

Schick Norton was able to use her knowledge of working with both private equity firms and public companies to help her close private equity giant Warburg Pincus' \$1.86 billion sale of Procure Solutions, which sells child care center management and payment processing software, in what she said marked one of her most interesting deals.

Schick Norton acted as lead counsel to Warburg Pincus in the sale of Procure to Roper Technologies, a deal that closed in February of this year.

"It was a really interesting deal in the sense that I represent both private equity and public companies, so I get to wear two hats," she told Law360. "I think my expertise on the public company side helped me

think about how the buyer might be thinking about various issues and to see them from another perspective."

Her proudest moment:

As the world gets more and more specialized, Schick Norton said she finds great pride in the depth and breadth of her practice as an attorney.

"I feel like I've been able to do really good work for private equity, you know; your typical leveraged buyout deals don't always exist in this market, so I have expertise in other types of deals, like minority acquisitions and co-investments," she said. "On the private equity side, the breadth of my practice is super broad. I'm proud to be someone who is an adviser to my clients on a lot of different matters and different types of strategies."

As a junior attorney, Schick Norton said she was "always very much encouraged" to practice what she was interested in, and she liked private equity due to its hands-on nature and the firm's sophisticated clients, while also finding joy in the public company side and thinking about fiduciary duties and synergies.

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“At some point in my career, someone asked me if I was going to pick one or the other, but I like what I do a lot. I grew up doing both and have continued to enjoy doing both,” she said.

What motivates her:

One of Schick Norton’s greatest motivations is being a role model for junior attorneys, especially women, who can look up to see that it is possible for them to achieve what they want, she said.

Having a family of her own, Schick Norton said she understands that it is a challenging job with long hours and that sometimes attorneys with families might miss out on certain events, but work-life balance is possible if that’s what they hope to achieve.

“What motivates me is trying to create a pathway for junior

associates, in particular women, to understand that while work-life balance is difficult to achieve, it is possible to work as hard as possible and have what makes you happy,” she said. “I’m definitely trying to set a good precedent for junior associates. I truthfully enjoy my job a lot. When I get a new deal it gives me so much excitement. It’s a thrilling experience, so I want people to see that it’s possible.”

Why she’s a private equity attorney:

While Schick Norton started her career at Kirkland as a junior attorney doing more debt finance and capital markets work, she was brought on to work on Blackstone’s competing bid to buy out Dell in a high-profile bidding war with billionaire Carl Icahn. That sparked her passion for private equity.

“The case was super-high profile, it was just one of those deals that you’ll never forget. When I was doing diligence and negotiating various types of equity documents, I just got hooked,” Schick Norton recalled. “I loved being the person who was running a lot of different areas of the deal. I think with private equity in particular, clients are so sophisticated and you come across talented teams with interesting ideas — and you’re the lawyer who gets to put all the pieces together.”

How she thinks the legal industry will change in the next 10 years:

While she could point to the obvious answer — there will be a lot more artificial intelligence involved in all aspects of the legal industry — Schick Norton said that she thinks the legal industry will be defined by increasing diversity and representation.

“I think we put out a lot of good. There has been a great focus around supporting our associates, especially at Kirkland, so I think we should start seeing better representation of diverse persons and women across the entire industry,” she said. “I’m very excited to be part of that transformation of growth. That’s a great positive for the industry.”

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