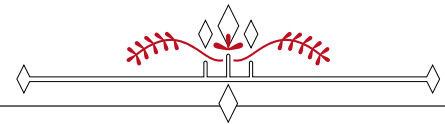


SOUTH FLORIDA BUSINESS JOURNAL

sfbj '21 Influential Business Women



KATY LINGLE

Managing director, J.P. Morgan Private Bank
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BIRTHPLACE: Baltimore

EDUCATION: B.S., Wake Forest University; MBA, Fuqua School of Business, Duke University

Lingle and her team deliver structured credit strategies to wealthy individuals and families, advising them on liquidity planning, capital structure and debt financing. Recent transactions include fine-art bridge financing to manage timing between purchases and sales, foreign currency-based loans to implement foreign exchange views, and large interest-only mortgages to lock in long-term financing in a highly tax-efficient manner. As a member of the firm's sports finance practice, she has led several deals in the Southeast for the acquisition or working capital of professional sports franchises.

PEARL OF WISDOM: Even in the most mundane of finance conversations, you have to find a way to relate to the client and find the humor in it all. We are in a people business, after all.

WHAT MAKES A GOOD LEADER?

The ability to delegate and have confidence in your team. A good leader gives team members the space to grow and take on new responsibilities.

HOW HAVE YOU AND YOUR TEAM EXCELLED DURING COVID?

We discovered the right level of virtual communication to stay coordinated with our clients and each other. Adapting to new technology has actually brought us closer to some clients, which has led us to accomplishing their goals and, ultimately, winning business.

FAVORITE SOUTH FLORIDA

GETAWAY SPOT: Kayaking with my kids to the Picnic Islands in Biscayne Bay

FAVORITE SHOW RIGHT NOW:

"Schitt's Creek." I can't believe I waited this long to get addicted.