



*Legal*  
**ELITE**

**REAL ESTATE/LAND USE**

Beverley L. Crump  
McSweeney, Crump, Childress &  
Temple PC  
*Richmond*

**Other specialties:** Business transactions

**Birth date:** April 23, 1941

**Education:** Bachelor's degree, University of Virginia, 1963; law degree, University of Virginia School of Law, 1968; master of laws (taxation) degree, New York University, 1971

**Family:** Wife: Susanne; children: Cyane, 37, and William, 35

**Previous employers:** Beverley L. Crump PC (solo practice, three years), McDonald & Crump (seven years), Christian Barton Epps Brent & Chappell (six years)

**Pets:** Chocolate Lab named Tank

**Hobbies:** Sailing, fishing, waterfowl hunting

**Fan of:** Virginia Cavaliers

**Favorite vacation spot:** Deltaville

**Recently read:** "Intelligence in War" by John Keegan

**What are the keys to being a successful real estate attorney?** "In my case because my practice involves commercial real estate, the transactions are usually complex and present unique challenges. My approach is to focus on the client's goals in crafting the structure and details of the transactions. Each real estate transaction usually involves interacting with multiple parties with differing interests, and I have always tried to deal with those parties in a positive manner that will achieve both short-term and long-term results for my clients. Above all, in dealing with clients and transactions, I have tried to keep in mind the principle, 'Do not confuse activity with progress.'"

**What are the biggest challenges your clients face, given the current real estate environment?** "The growth of government at all levels, the financial market conditions and the growing liability concerns of buyers, sellers and lenders present ever-increasing challenges and legal complexity to commercial real estate transactions. The goal of the successful real estate attorney is to keep abreast of current changes in the laws and to devise novel solutions to the clients' needs."