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Most Effective Dealmakers: Hillary Holmes, Gibson Dunn & Crutcher

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Holmes is a partner in Gibson Dunn's Houston office and co-chair of the firm's capital markets practice group, focusing on capital markets transactions and securities regulation and governance counseling in all sectors of the oil and gas energy industry.

Last year, Holmes helped her clients navigate dozens of major transactions, including representing Concho Resources in its \$9.5 billion acquisition of RSP Permian, which was the largest transaction involving the Permian Basin of West Texas in 2018; representing Penn Virginia Corporation in its \$1.7 billion proposed sale to Denbury Resources, which was the largest transaction involving the Eagle Ford shale in 2018; and representing ArcLight Capital Partners in its \$1.2 billion acquisition of Midcoast from Enbridge.

What is the top quality that you've used to succeed in the profession? Persistence. I remain persistent in my continuous study of the law, my long-term relationships with my clients, and my development of new opportunities. That persistence pays off in the long run.

What is one piece of advice you would give someone that you wish you had starting out? It is nice to be important, but it is much more important to be nice. We are fortunate to be a member of a noble profession built on the principle of service. To be the best lawyer and develop the best reputation, it is critical to consistently exercise these principles no matter how busy you are or how big the deals get. Remember success is ultimately about the client—not the lawyer. Plus, you must be kind and respectful of everyone. This is a long career and many times when you have been kind to someone, they later are in a position to help you.

What is one of your proudest achievements in the law, and what challenge did you have to overcome to



Hillary Holmes

PARTNER, GIBSON DUNN & CRUTCHER

achieve it? I am proud to have demonstrated a commitment to high quality practice of law and doing whatever it takes to achieve my clients' goals. Sometimes the deals require extreme strain, late (or no) nights, creative problem solving and navigating complex areas of the law, but those challenges are the most rewarding. I am also proud of opening doors that are just not open to women in my industry. I found they are often unlocked, but you have to have the courage to turn the knob and walk in with confidence. I am also proud to have created my own doors at times. ■