

## Mary Ann Dunham – 2010 Woman Rainmaker of the Year

**By Larry Bodine**, a business development advisor with Apollo Business Development. He has helped law firms nationwide attract new clients and generate new business by using strategy, business development training and individual attorney coaching. See [www.ApolloBusinessDevelopment.com](http://www.ApolloBusinessDevelopment.com). He can be reached at 630.942.0977 and Lbodine [at] LawMarketing [dot] com.

Please visit <http://bit.ly/c8sWJg> to see the entire article.

The applause was enthusiastic when lawyer Mary Ann Dunham of Pittsburgh, PA, was named the 2009 Greater Pittsburgh Athena Award recipient. An energetic community leader, she was acclaimed for creativity in the profession, serving the community and assisting other women to reach their leadership potential.

She is also a wife, mother of two and chair of the firm's Women's Business Development Committee at 450-lawyer Buchanan Ingersoll & Rooney PC – and the *Originate!* Woman Rainmaker of 2010. (see <http://www.pbdi.org/Originate>)



“The techniques I use in business development are really just finding opportunities to get to know business owners and to do it in an informal setting where I can get to know them as individuals while learning about their business,” Dunham said. “Sometimes that can be done by joining boards of organizations and getting involved in something that they do in the community. I’ve been involved in nonprofit events, such as golf outings, charitable sponsorships and fundraisers. It's a win-win to make a difference in the community while building relationships with clients and business contacts.”

A shareholder, she is chair of the firm’s Mergers & Acquisitions Practice Group and advises clients in the advanced manufacturing, technology and service industries on a variety of transactions, including acquisitions, divestitures, mergers, financings and joint ventures. She also focuses on advising foreign clients on their U.S. investments.

### Being a mentor

The Athena award — named after the Greek goddess of strength and wisdom — is unique among other regional honors for women in business because of its focus on mentorship. It is Dunham’s willingness to be helpful to others that plays a key role in her business development efforts. In addition to the Athena award, she has been:

- Selected to the Pennsylvania *Super Lawyers*® list in 2007.

- Selected as a 2005 Fast Tracker by the *Pittsburgh Business Times*. The program recognizes 50 talented individuals under the age of 45 who are having a significant impact on the business and social climate of the region.
- Named a Pennsylvania Rising Star by *Philadelphia Magazine*, based on the recognition of her peers, in 2005.
- Named one of the 40 Under 40 by *Pittsburgh Magazine* and PUMP, the Pittsburgh Urban Magnet Project, in 2004. The "40 Under 40" are young leaders honored for their ceaseless work to make Western Pennsylvania a better place.

Being visible in organizations with potential clients is another business development technique she has mastered. "I've been pretty lucky as far as getting exposure – and that came from community involvement. Being involved with organizations that people value is important."



For more on this topic, call:

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