

THOMAS J. KETTLESON

Barna, Guzy & Steffen Ltd

Thomas J. Kettleson has always been “a morning person.” But with the economy in its present shape, he’s become a “morning, afternoon and evening person” to meet his lender/clients’ needs.

In late 2007, Kettleson was an associate with one and a half years’ experience in commercial real estate, focusing his efforts in acquisitions and sales, commercial lending, development and leasing.

He began to notice the changing tenor of some of his clients’ calls. More often, the lenders were starting to express worry over files. That, in combination with keeping up with current affairs, led him to the conclusion that loan workouts and foreclosures would be the future of his practice in the not-too-distant future.

Kettleson, of Barna, Guzy & Steffen Ltd. in Minneapolis, proposed to the firm’s partners that he quickly learn that practice concentration, so he’d be ready when the demand appeared. They agreed.

Most often lately, he’s involved in commercial foreclosures, in addition to a handful of consumer foreclosures, and a busy caseload of commercial real estate and lending files. He says the workouts occasionally allow him to use his creativity in crafting solutions that will serve his clients’ interests most importantly, but also work to the debtors’ benefit as well.

Kettleson started at his current firm as a law clerk in 2005, working in civil litigation and criminal defense.

Then a position in real estate opened up when he graduated. Kettleson applied and got the job.

“I had no experience in banking or real estate, but I just dove in and I was like a sponge, learning from some real-



ly great mentors here who taught me, as well as encouraged me to figure some things out on my own.”

The highlight of his career so far has been working with a bank to help bring a manufacturer back into the State of Minnesota. The representation involved an eight-figure transaction, one of the largest upon which Kettleson has ever worked.

Kettleson became a volunteer coach for Special Olympics in 1999. He’s also a volunteer for the Ronald McDonald House. He will get married in July. He’s preparing to bring in his wedding party to make a meal for that organization’s overnight guests and the family members of hospitalized children.

-Jane Pribek