



## Charlotte Gaylord

business manager  
for the law offices of Barrie Cowan

### bio

**Charlotte M. Gaylord, MBA**, has served as Business Manager for Barrie Cowan's practice since 2011, and oversees the business, marketing, and administrative functions of the practice.

With over 30 years in the banking industry, where she served as a business relationship manager, Charlotte has extensive expertise in client relationship management. She also has considerable skills in the technical, administrative and financial areas of the practice.

Charlotte's client-centered focus and superb attention to detail provide our clients with an unparalleled, positive experience. This includes increased responsiveness, quicker turnaround, clear and consistent communications, and connections to other valuable resources beneficial to their business operations, commercial and investment real estate, and equity and loan financing needs.

### education

MBA, Finance, Northwestern University, 1981

BA & MA, Smith College, 1976

