

MEMBER SPOTLIGHT

MARY PAT DENNEY

Luminous Group, Senior Advisor



Mary Pat Denney | Luminous Group, LLC, Senior Advisor & Consultant

1. Hometown-

Fairfax, VA. Grew up in Virginia Beach

2. Fun Fact-

I used to own a record label and I have almost zero musical ability, LOL.

3. Employer and Position

I am a Senior Advisor and Consultant to Luminous Group, LLC

4. Describe your journey in the financial services industry and how your career has evolved to your current position.

I was a banker in NYC in the 1980's lending money to real estate developers to build large projects. This evolved into ultimately senior risk management roles at Fannie and Freddie in the Multifamily Divisions. I then took that into private consulting to financial institutions because it's consulting that really excites me. I pivoted a year ago to get into consulting particularly for blockchain and digital assets clients.

5. What do you love most about what you do?

I love learning about the exciting and transformational world of blockchain and digital assets and being able to add value to clients by bringing my traditional finance knowledge to this emerging new area of finance.

6. Hobby(ies)?

Hiking, travel

7. How long have you been a member of WHF?

7 years recently and 4 years a decade or so prior (hiatus when I did a lot of consulting travel after the meltdown of 2008)

8. Please describe your involvement with WHF.

I was involved with the programming committee years ago then again when I re-joined. That's a terrific way to get involved with WHF- join a committee! I was recruited by a recent WHF President to run for the Board, volunteered to be the Liaison with the Foundation (a great

exposure to their wonderful work and people) and then was asked to run for office, first as Secretary then Vice President, President-Elect and now President.

9. What have you gained from being a member?

Initially I was attracted to WHF to learn about topics of the day but quickly realized it was all about the excellent people I was able to meet. I've learned so much about the topics, the different companies in the housing and finance sector too of course but it's the interpersonal connections that I most cherish. I never started out seeking a leadership role but my passion for the organization has kept me moving in that direction, so now I am so very excited to be able to lead WHF for a year. It is an honor and a privilege that I take very seriously and want to leave WHF in a better position than I found it.

10. How do you make the best use of your day? (think techniques to enhance productivity, time management, time out, meditation/prayer, etc.)

Well, that's a good topic and a good reminder to keep at my practices in this area! At different times in my life, I have been super dedicated to productivity techniques (even teaching them!) and relied heavily on specific systems that served me very well at the time- starting with paper planner notebooks to the old Palm Pilot (dating myself) and now I use an electronic to do application. I try to stay away from paper-based systems so I can be productive on the go. I tend to "chunk" my days and never schedule more than 50% with calendared meetings, to be free to react to new "incoming" intra-day. I use tools to reduce email clutter, try to only check it 3xs a day and don't use my email in-box to drive my to do's.

11. Who or what inspires you?

I'm inspired most by people who have overcome obstacles to achieve happiness at a level that does not require material reward but that incidentally may also have brought that to them.

12. What is the best advice you have ever received?

When you touch something, try to leave it in a better position than you found it. That works well with so many things- from a visit with a relative to owning a home to taking on a new role with a company. And I will do that with WHF!

13. Who do you look up to the most and why?

It's cliché, but my parents were really good people and instilled the values that I think have served me best both personally and professionally. They really respected people and ideas, worked hard, were intellectually curious and had great senses of humor.