LOS ANGELES BUSINESS JOURNAL

LEADERS in Law

2020 HONOREES & FINALISTS
Welcome to our tenth annual special post-event section honoring the leading general counselors and firm-based attorneys in the Los Angeles area for 2020. Considering the fact that there are now more than 25,000 attorneys who count themselves as members of the Los Angeles Bar Association, being a leader and a standout in that field is particularly impressive.

Our virtual celebration of legal excellence took place as part of our Leaders in Law Awards earlier this month. The Los Angeles Business Journal honored the accomplishments and significant roles that in-house attorneys play in the success of their business enterprises and also recognized accomplishments of leading attorneys in firms within the Los Angeles business community. You can find the archived video of the event at labusinessjournal.com/lil2020.

We received nearly 250 nominations in various categories and are recognizing the very finest for exceptional legal skill and achievement across the full spectrum of responsibility, exemplary leadership and for contributions to the Los Angeles community at large.

Please enjoy reading about all of this year’s finalists and honorees that were unveiled at our live digital awards event. Congratulations to the 2020 Class of Leaders in Law!

Best regards,

Josh Schimmels
Publisher & CEO
The Marketing Partner Trusted by America’s Employment Law Attorneys

A marketing partner that works for you to generate better cases and more clients.

Increase your practice’s visibility and stand out from the competition with proven digital marketing solutions from Scorpion.

“I owe a great deal of our growth to Scorpion’s help and their assistance with organic and paid advertising. It’s truly a pleasure to work with Scorpion.”

Eric Pines
Pines Federal Law Firm

Visit ScorpionLegal.com or call 844.505.4349 to schedule a marketing consultation today.
Arjun Kampani has led Aerojet Rocketdyne through the relocation of its corporate headquarters from Sacramento to El Segundo. He also reorganized, made positive changes to the balance sheet, income and office consolidation while supporting employees and overall growth of the organization resulting in positive earnings and continued competitive bid success to secure the company client portfolio. The company is stronger and leaner in large part due to Kampani’s efforts, and as a part of the C-suite, he has helped set it up for success into the future.

Working alongside his fellow C-suite colleagues, Kampani participates and leads the company’s veteran outreach and military support including job training, hiring and community involvement.

IN-HOUSE COUNSEL OF THE YEAR - PUBLIC COMPANY HONOREE

SABINA CLORFEINE
Assistant General Counsel - Special Counsel
Southern California Gas Company (a Sempra Energy Subsidiary)

As a woman of color and the daughter of two immigrant parents, Sabina Clorfeine overcame a number of obstacles and has had a very successful career to date. She also had two children while working full-time throughout her career. Clorfeine has been practicing law for over 20 years. She was a litigator at Katten Muchin & Zavis, and then at Millbank Tweed Hadley & McCloy. She joined Sempra Energy in 2007 as a senior counsel and worked her way up to the position of managing attorney.

At Southern California Gas Company, Clorfeine led and managed attorneys handling administrative legal proceedings for the company. Since May 2017, she has been the lead attorney for all Aliso Canyon gas leak legal matters, including complex civil litigation, multiple state agency enforcement actions, a criminal case, shareholder cases, and related appellate matters. She is a proven, trusted legal advisor to senior management who collaborates with internal business people and develops relationships with key external stakeholders. She is a dynamic leader who acts with integrity and enjoys problem solving with her high performing legal team.

Clorfeine is also very active in the community. She is a long-term advocate for minority representation in the legal profession. She is the former president of the South Asian Bar Association in San Diego, and former board member of South Asian Bar Association in Southern California. She is a current board member of the Advisory Committee for National South Asian Bar Association, and received their Corporate Counsel Achievement Award in 2011.

Dan Tepstein serves as lead litigation counsel for Verizon Media Group (VMG), which operates Yahoo!, AOL, HuffPost, and other leading online brands. He leads a diverse team of lawyers and legal professionals who not only litigate, but serve as the company’s legal support for copyright and VMG’s newsroom editors and journalists, as well as its global response to law enforcement requests for user data.

Tepstein previously served as vice president and associate general counsel for Yahoo! Inc., as a litigator. He joined Yahoo! in 2007 from Hunton & Williams LLP, and before that at O’Donnell & Sheaffer LLP, where he was partner. With over two decades of litigation experience, Tepstein has been at the forefront of hundreds significant disputes, several of which were matters of first impression that shaped the law for internet service providers and their users.
Elevate the skills and capabilities of your team.

USC Gould School of Law
Master of Studies in Law

> Certificates in
  - Business Law
  - Compliance
  - Entertainment Law and Industry
  - Human Resources Law and Compliance
  - Privacy Law and Cybersecurity
  - Health Care Compliance

> For non-lawyer professionals
> No GMAT, GRE or LSAT required
> Flexible and online
> Scholarships savings for partner organizations

To find out more, visit bit.ly/usc-labj
Dawn Haghighi
General Counsel and Privacy Officer
PCV Murcor

Dawn Haghighi serves as general counsel & privacy/compliance officer at PCV Murcor Real Estate, Hightide Settlement, and VRM Mortgage Services (RIHC), and as an independent director at Elevate Services. As the principal company legal officer at PCV Murcor, Haghighi is responsible for oversight and leadership of all legal aspects of the business, including corporate affairs, strategic corporate initiatives, complex transactions, cyber-security, privacy, litigation, employment, compliance, IP, licensing, and board governance. Prior to joining the Murcor companies, her legal career encompassed senior legal and privacy/compliance management positions at global institutions including Princess Cruise Lines, Charter One Bank, NA (RBS), Nordstrom and leading law firms. At Elevate Services, she serves as an independent director for the global company which provides consulting, services, and technology to corporate law departments and law firms.

In recent years, Haghighi was selected as a participant to the U.S./China Economic & Trade Cooperation Forum welcoming then PRC vice president Xi Jinping to Los Angeles, as a delegate to the Salzburg Global Seminar in Salzburg, Austria, as a member of the United States delegation to the Enhancing the Middle East’s Economic Future IV Forum Doha, Qatar, as a speaker at the First Sino-American Women’s Conference Beijing, China, as an invited participant to the RAND China Reform Forum Beijing, China, a participant at the United Nations Fourth World Conference on Women, Beijing, China, a presenter to the Supreme People’s Court Mediation and Arbitration Congress in Beijing and Shanghai, China and as a delegate to several HKTDC Business Forums in Honk Kong, SAR. Haghighi also attended the White House Welcome Ceremony for the PRC Premier Wen Jiabao.

Alan Dettelbach
Finalist
Chief Legal Officer/General Counsel
Wedgewood

Alan Dettelbach serves as chief legal officer and general counsel of Wedgewood, LLC, one of the nation’s leading acquirers of distressed residential real estate, and CIVIC Financial Services, LLC – a wholly owned subsidiary and institutionalized private money lender. Dettelbach joined Wedgewood in 2012 and oversees all legal matters for the companies including acquisition transactions, financial structures, syndications, securitizations, mortgage product creation, joint ventures, corporate governance and litigation. Throughout the evolution of the company, Dettelbach has conquered many material challenges, such as helping to architect the complete restructure of the company and subsequent creation of unit awards; supporting the company’s first securitization; mediating disgruntled parties to a graceful conclusion; and many others. He also leads the compliance associated with Wedgewood’s HR team, all business transactions, expansion into new states, and relationships with new counterparties. Additionally, for CIVIC specifically, Dettelbach has pointed on all major movements for its growth and emergence into the private money space.

Clarice Hovsepian
Finalist
Vice President, General Counsel
iHerb

As the general counsel at iHerb, Clarice Hovsepian has been tasked with creating and running the internal legal department of a multinational company with revenues over $1.5 billion. Her challenges include integrating legal into business seamlessly so that her group is viewed as a strategic partner which allows her team to provide legal/compliance oversight to business. She is also responsible for creating companywide legal/compliance programs that address practical business needs and yet still mitigate risk and exposure. Helming the legal department of the fast-growing multi-billion dollar online health and wellness business that is iHerb, Hovsepian is also responsible for managing compliance in the various countries in which iHerb operates. She has repeatedly demonstrated growth and professional proficiency within a fast-paced, consumer-focused environment, and is notable for her continued success at iHerb in light of such mission-critical responsibilities, as well as her commitment to philanthropy.
Congratulations to all of this year’s nominees for being recognized as Leaders in Law.

HUESTON.COM
RACHEL CROESSMANN
In-House Counsel & Acquisitions
KoBre Companies/Trojan Storage

Rachel Croessmann began her career in law as a practicing attorney in Miami-Dade County. She dedicated herself to her craft both in and out of the courtroom as she relentlessly worked to drive the best possible outcomes for her clients. Though she thoroughly enjoyed this work, she realized she primarily enjoyed working on longer-term engagements with clients. After spending time at both a real estate private equity and real estate private debt firms, Croessmann accepted a role as in-house counsel & acquisitions at Venice-based KoBre Companies. In this role, she serves both as corporate in-house counsel and as a member of the acquisitions team at Trojan Storage (a KoBre Company).

Since joining KoBre, Croessmann has become a trusted member of the team at both KoBre Companies & Trojan Storage as they look to build out many facets of their rapidly growing businesses.

MICHAEL MARCHAND
Director of Legal Affairs
Headspace

Michael Marchand graduated from the Pepperdine University School of Law in 2011. He practiced litigation with a focus on intellectual property and commercial disputes until 2015, when he joined Headspace as the company’s first legal hire. Since then, Marchand has overseen the legal function at Headspace, successfully shepherding company growth from 50+ to 300+ employees and raising more than $200 million in investment capital. Headspace provides mindfulness and meditation content to over 65 million users worldwide.

Marchand’s core responsibilities at Headspace include risk identification and mitigation with respect to a variety of areas of substantive law, particularly consumer protection, data privacy, corporate governance, employment, intellectual property and regulatory compliance. Marchand has also drafted and negotiated several key partnerships and sales agreements with world-class brands such as Microsoft, Amazon, Nike, the NBA, Spotify, and Snap.

Dedicated to giving back, Marchand also serves as a volunteer of the Friends of el Faro—an organization dedicated to the improvement of the lives of the children of “Casa Hogar Sion”—an orphanage in Tijuana, Mexico. Marchand is also a frequent donor to civil rights organizations such as the ACLU and the Southern Poverty Law Center.

CULBERT LU
General Counsel
OnPrem Solution Partners, LLC

Culbert Lu began his career in 2000 as a litigator with Allen Matkins. In 2004 he transitioned to work in-house with Arden Realty, a publicly-traded REIT. In 2006 GE Capital purchased Arden, and Lu helped expand Arden’s footprint across the US by completing more than $5 billion in purchase/sale transactions. He also led GE’s Leasing & Property Operations global practice group.

In 2013 Lu became the general counsel, and then chief legal & HR officer at ARYZTA, a bakery manufacturer with over $2 billion in annual revenue, overseeing the entirety of its legal and people operations in North America. Lu left ARYZTA in June 2018 to become the first general counsel at OnPrem Solution Partners, a rapidly growing consulting and technology firm with offices throughout North America. Lu manages all of OnPrem’s legal function, dealing with major studios and broadcasters, as well as leading consumer product companies.

David Gindler
Partner
Intellectual Property

proudly congratulates **Mark Shinderman**, Finalist for Los Angeles Business Journal’s 2020 Leaders in Law Awards in the Bankruptcy Category

Mark Shinderman
Partner
Bankruptcy
Ken Choi is general counsel of Oceanwide Plaza LLC, where he oversees the company’s risk management operations by leading corporate strategic and tactical legal initiatives for Oceanwide Holdings’ U.S. real estate flagship, an over $1 billion-dollar project with nearly 1.5 million square feet of mixed-use development across from the Staples Center. In this role, Choi leads a team that serves as key legal advisors on all major real estate and business transactions at Oceanwide Plaza, including the over 166,000 square foot open-air retail galleria known as the Collection at Oceanwide Plaza, the 184-room Park Hyatt Los Angeles hotel and 504 contemporary residences.

Prior to Oceanwide, Choi was a partner at DiJulio Law Group specializing in real estate litigations and transactions, including due diligence processing for multi-million-dollar real estate developments. There, he specialized in business and real estate matters including negotiating contracts for buying, selling, leasing, and constructing properties.

JASON LEE
Senior Managing Director, General Counsel, CCO
Lido Advisors

Jason Lee is the son of immigrants that escaped China during the upheaval of the Cultural Revolution. From his parents’ central values of hard work and dedication to family, he became the first lawyer from generations that worked the land on a distant and different shore. Along the way, he has accrued nearly 25 years of white collar and securities-related litigation, regulatory, and compliance experience in both government, private practice, and in-house settings.

Lee later achieved yet another “first” by becoming the youngest and first Chinese American to serve as President (Chair) of the State Bar of California. In this role, Lee was instrumental in securing diversity and inclusion efforts in the agency’s core mission. Prior to his service at the State Bar, he served as Chair of the Commission on Judicial Nominees Evaluation, presiding over the body statutorily responsible for vetting and rating trial and appellate appointments, including those to the California Supreme Court. While he served in several senior positions at the Securities and Exchange Commission’s Division of Enforcement, he was a founding member of the agency’s Diversity Council and charged with increasing diversity and inclusion throughout the organization.

Although Lee joined Lido Advisors as a partner, General Counsel, and Chief Compliance Officer in 2017, his role has expanded and now encompasses the firm’s overall administrative, operational, legal, and regulatory functions. At Lido, Lee has anchored the firm’s inaugural diversity and inclusion efforts, driving and creating its diversity mission, and promulgating several critical practices designed to achieve an environment that reflects the richness of our great state.

KEITH PETERSEN
FINALIST
General Counsel
Gimbal

Keith Petersen has been an incredible asset to the Gimbal team. For all the requests that come across his desk, he is discrete, thoughtful in his execution, and thorough in accomplishing each task in a timely manner. The integrity behind his work provides a great deal of comfort to his colleagues, knowing that they can always rely on him to keep Gimbal legally and morally above the line.

In addition to the daunting undertaking of an acquisition, Petersen’s role covers much more. He is responsible for all client contracts, IP related tasks and legal filings, employee contracts, employee onboarding and disciplinary issues, client NDAs, investor updates, investor data upkeep, investor request, and keeps the company up to date with all legal business requirements/regulations/compliances, etc.
TOTAL COMMITMENT TO THE NEXT BIG STEP

Thompson Coburn provides counsel to growing companies – from start-up to exit

thompsoncoburn.com

Los Angeles | Chicago | St. Louis | Southern Illinois | Washington, D.C
Joseph Brajevich was born in Split, Croatia and learned English at the age of four after he and his parents immigrated to the United States to take up residence in San Pedro. He excelled as an American student athlete, playing football in high school and taking up competitive rowing when he attended college at UCLA.

After a successful career in private practice representing colorful individuals and corporations, Brajevich joined the LA City Attorney’s office in 2004 and initially was assigned to tackle water issues at LADWP, the nation’s largest municipal utility. LADWP meets the water and power demands of the City’s four million people and businesses. Its five-member board is appointed by the Mayor and it employs more than 8,000 people.

Brajevich quickly rose through the ranks and gained more responsibility as the Assistant General Counsel and was eventually appointed General Counsel by current City Attorney Mike Feuer in 2016. Throughout the years, he has guided LADWP as it takes bold actions to adapt to climate change, including advising on construction and power purchase deals for renewable sources and overseeing fruitful negotiations with large corporations to remediate contaminated local groundwater. He enjoys the intricacies of constitutional interpretation and crafting legal solutions. He oversees a staff of about 40 attorneys, plus staff, and has joined the City Attorney in seeking a workplace that reflects the city it represents. Every day, Brajevich successfully navigates the complicated and challenging world of a city department that is overseen by an appointed board and also subject to the veto power of the City Council.
Yemi Adegbonmire is a highly successful intellectual property and entertainment attorney. She currently serves as the general counsel of The Bail Project, a position she’s held since January 2019. Prior to joining The Bail Project, she was a legal executive at the Walt Disney Company, where she served as legal counsel to ABC Media Networks, Maker Studios Inc., Disney Consumer Products and Interactive Media, and Disney’s Direct to Consumer and International Division from 2014-2019.

Before landing at Disney, Adegbonmire practiced trademark law for Red Monkey Designs negotiating licensing for Hasbro properties and managing the company’s merchandise and trademark defense strategy. She was also a solo practitioner for a couple of years and developed a Fortune 100 and private practice focused on structuring and negotiating agreements for cable distribution, consumer products licensing, viral marketing, digital content production, product acquisition, music publishing, international film and prime time television distribution.
RISING STAR HONOREE

NIKITA PATEL
General Counsel
Fashionphile

After graduating from Northwestern University School of Law and working as an attorney at Cravath, Swaine & Moore LLP and Kirkland & Ellis LLP, Nikita Patel joined Fashionphile at the beginning of the COVID-19 pandemic. Through this challenging period, Patel has shown a natural ease in tackling novel and complex issues, while maintaining a focus on Fashionphile’s growth.

Prior to joining Fashionphile, Patel practiced corporate transactional law at two of the country’s most prestigious law firms and has led a number of debt finance and M&A transactions for public companies and private equity firms. Because she was industry agnostic, she was no stranger to pivoting between different companies, learning their business and identifying legal risk.

As the first in-house attorney for Fashionphile, Patel has brought the same know-how she incorporated while at two of the country’s most prestigious law firms, leading a number of debt finance and M&A transactions for public companies, and worked tirelessly to understand Fashionphile’s business, identify areas of exposure and strategic solutions. She quickly dove into building forms, policies and protocols that were tailored to the company’s unique business and workforce. She also led the company in navigating COVID-related matters such as employee privacy, return to work guidelines, CARES Act and general safety and best practices. In response to COVID, Patel assisted Fashionphile in launching the “White Glove Pickup” service whereby Fashionphile employees do at-home pick-ups from suppliers. Patel also stepped in and led the Fashionphile’s $38.5 million Series B raise with NewSpring Growth. Patel is a valued member of the company’s executive management team and will undoubtedly strengthen its growth trajectory.

Congratulations!

To CHIRLA’s Director of Legal Services Luis Perez for being recognized as a Finalist in the Leaders in Law Awards.

In 2010, Luis became the first undocumented Immigrant to earn a degree from UCLA School of Law. Since then he has built a powerful legal team of immigrant lawyers at CHIRLA, who serve the needs of immigrants and their families.

“I have learned first-hand that it is only during times of adversity that we have the opportunity to be leaders and show true courage.”
Thank you Culbert Lu for the tremendous work you deliver to help drive success at OnPrem Solution Partners.

Congratulations to you and all of the nominees. We are very proud of you!

The LADWP family celebrates our own
Joseph Brajevich
LADWP Legal Counsel
Office of the Los Angeles City Attorney

Los Angeles Business Journal’s Leader in Law and General Counsel of the Year Government/Municipal Category

We congratulate you on this recognition of your professionalism, legal achievements and dedication to the City of Los Angeles and LADWP.

ladwp.com

fter graduating from UCLA Law, Patrick Kirby joined a private practice with Lynberg & Watkins as an associate attorney. In 2013, he transitioned to the construction law firm Watt, Tieder, Hofbr & Fitzgerald, LLP, where he represented large general contractors in all aspects of contract negotiations. Four years later, he joined Webcor as assistant general counsel. He quickly rose to vice president and deputy general counsel, becoming one of the youngest vice presidents in Webcor’s history. In this role, he oversees Webcor’s day-to-day legal operations in Southern California, which includes a portfolio of major projects exceeding $600 million in annual regional revenue.

To ensure he’d be able to provide comprehensive legal advice accounting for the often extremely technical facts and circumstances faced by a sophisticated general contractor, Kirby has furthered his formal education in the areas of engineering, construction management and accounting, project scheduling, materials science, and project estimating.

Luis Perez joined CHIRLA to coordinate its Deferred Action for Childhood Arrivals (DACA) clinic in 2012. He is now the organization’s legal director, supervising a staff of 59 in ten offices, including a deportation defense team. Born in Jalisco, Mexico, he was brought to the U.S. at age nine. In high school, Perez became the public face of AB540, which let undocumented immigrants pay in-state tuition at California public universities. He would later become the UCLA School of Law’s first undocumented graduate, in 2010. He holds a BA in political science from UCLA and an associate’s degree in Chicana/o Studies from Los Angeles Mission College.

Perez has built CHIRLA’s legal services department to be one of the most impactful in the country. He grew the department to a unit made up of attorneys, paralegals and legal fellows numbering 56 working in the areas of family unity, naturalization, DACA, detention and removal and asylum.
CORPORATE ATTORNEY OF THE YEAR HONOREE

PHILIPPA (PIPPA) BOND
Partner
Kirkland & Ellis

Pippa Bond is a partner in Kirkland & Ellis’ nationally recognized Capital Markets practice. Recently joining the firm from Proskauer Rose, she is an integral part of Kirkland’s premier Los Angeles team that serves Ares Management Corporation, the largest private equity firm in Los Angeles with approximately $144 billion of assets under management. The work she does on behalf of Ares and their portfolio clients is directly tied to the city and communities in Los Angeles. In the wake of COVID-19, Bond has worked on a number of matters that affect the jobs, livelihoods and well-being of many Angelenos.

After taking Ares public in 2014, Bond continues to serve as a primary outside counsel and currently represents them as a public entity. In addition to her role with Ares, Pippa acts as counsel to issuers, sponsors and underwriters in registered public offerings, including IPOs, block trades and private placements of debt and equity securities, as well as tender offers and consent solicitations. The caliber of Bond’s practice is part of an elite class of attorneys.

Since the onset of the COVID-19, Bond has worked tirelessly on some of the largest retail restructurings as the pandemic shut stores and overall consumer demand plummeted. With an expertise in working with retail and consumer companies, she has helped lead Neiman Marcus, which is among the top five retail restructurings to date in 2020, Tailored Brands and Stage Stores through their Chapter 11 filings. She has also worked with a number of her clients on capital markets and securities transactions. Most notably, she represented Guitar Center in a series of private exchange offers.

SUSAN GRUENEBERG
Partner
Cozen O’Connor

Susan Gruenberg is a partner at the national franchise law firm of Cozen O’Connor and a dean of the national franchise law bar. She has been practicing in the field for more than 35 years and is a trusted business advisor, regulatory counsel, and certified franchise specialist. She represents major franchisors, developers, sub-franchisees, and multi-unit specialists. She represents major franchisors, and is a trusted business advisor, regulatory counselor, and certified franchise specialist. She represents major franchisors, developers, sub-franchisees, and multi-unit specialists. She represents major franchisors, developers, sub-franchisees, and multi-unit specialists.

ANNE GRUENEBERG
Partner
Cozen O’Connor

One of very few female partners in the energy industry who regularly shepherd highly complex transactions involving the sale, acquisition, development and financing of renewable energy projects. Among the recent examples of her work, Lucan has spearheaded several significant renewable energy transactions for leading energy companies, including representing Southern California Edison in the negotiation of 195 MW of storage capacity agreements. The selected resources are expected to go online before summer 2021. One of the contracts, a 100 MW energy storage project awarded to Strata, will become one of the largest operational lithium-ion battery systems when it comes online in December 2020. She also represented Longwood Energy Partners in its co-development and financing partnership with Fingate Asset Management to develop and construct the 72.6 MW Weaver wind project with a value of $170 million.

ANDREA LUCAN
Finalist
Partner
Akin Gump Strauss Hauer & Feld LLP

A partner in Goodwin’s Technology Companies group, Tim Poydenis is a leading advisor in business and venture capital law by representing emerging growth companies and venture capital investors in Los Angeles and around the world. He is known for providing counsel to companies of all sizes throughout their corporate lifecycle, and guiding them on all aspects of formation, fundraising, strategy, partnerships, business relationships, M&A, joint ventures and corporate governance.

Having worked on landmark deals throughout his career, such as Sweetgreen’s $200 million Series H financing, Poydenis has continued this momentum into 2020 by counseling leading technology companies and venture capital investors in LA’s booming technology market. Currently, Poydenis works with Fitplan, and also advises a number of venture capital and private equity funds based out of LA that have in excess of billions in assets and continue to invest in local companies.

TIM POYDENIS
Finalist
Partner
Goodwin Procter LLP

Jason Silvera, a partner and global vice-chair of Latham’s Corporate Department, consistently demonstrates his experience and know-how for his clients and his peers, and has especially stood out as a firm leader during the COVID-19 pandemic, fostering a sense of community and cohesion at the firm during the shift to remote work. Silvera collaborated with other firm leaders to create new practices for the Los Angeles offices in the face of the pandemic, including offering new and innovative resources for attorneys and staff to deal better connect, to offer feedback, and to stay healthy. Silvera has continued Latham’s momentum in corporate deal making and transactions, guiding the strategic business direction of the firm’s largest department and its many component practice groups.

Silvera’s practice focuses on mergers and acquisitions for many Los Angeles-based private equity firms and public and private companies in a broad range of industries important to the US economy.

JASON SILVERA
Finalist
Partner, Global Vice-Chair Corporate Department
Latham & Watkins

*Firm Attorney Awards*
With a litigation career spanning four decades, Brad Brian advises clients on their most important cases. Beyond his distinguished litigation experience, Brian’s leadership has steered the firm toward many successes, having served as chair of the firm since 2019. He has represented numerous Fortune 500 corporations in multimillion-dollar lawsuits, investigations, and trials that have shaped entire industries.

Since joining the firm after serving as an assistant U.S. attorney in Los Angeles, Brian’s unwavering focus on understanding his clients’ businesses – often navigating never-before-seen circumstances – has established him as one of the leading trial lawyers in the country. Brian has made dozens of presentations to corporate boards of directors in connection with these representations. Brian has also overseen various investigations for alleged securities, environmental, government contracts, public corruption, Foreign Corrupt Practices Act or other violations, and he has also conducted more than 100 internal corporate investigations.

In September 2019, Robyn Crowther was asked to step in to first chair a jury trial in a personal injury case following an accident at LAX airport that had been pending for four years when the lead partner faced a medical emergency. Between them and January 6, 2020, Crowther prepared for a 15-day jury trial in which the plaintiffs asked for $25 million in damages. At trial, the jury awarded $2.7 million to the lead plaintiff, far below the $4.9 million 998 settlement demand the plaintiffs had made before trial.

Crowther also led the defense of Charles Schwab & Co., Inc. in a FINRA arbitration arising out of Schwab’s Registered Investment Advisory Business. The resulting award for the claimant was less than the amount of attorneys’ fees and costs that the claimant had spent pursuing the action, and a fraction of the amount that was demanded.

In the past year, Gilford successfully settled a case against the NBA, in connection with the sudden cardiac death of Zeke Upshaw during a game. Recognizing Gilford’s extensive experience managing and coordinating massive cases such as the Toyota nationwide class action unrelated acceleration multi district litigation, Honda retained her as lead counsel in 14 class actions pertaining to the investigation of ZF-TRW automobile airbags.

As a fellow of the American College of Trial Lawyers and the International Academy of Trial Lawyers, Mark Holscher is one of the nation’s most sought-after trial attorneys. His methodical approach to working-up cases and always being steps ahead to protect his clients has earned him a spot on the Daily Journal’s “Leading Lawyers” list every year since 2001.

In the past year, Holscher represented a broad range of clients, including winning dismissal of Wynn and its directors and officers in a consolidated state court shareholder derivative action arising from publicity detailing alleged sexual misconduct by the former CEO, chairman and founder of Wynn Resorts, Steve Wynn. He also served as trial counsel to Tell Brothers, Inc. and the Porter Ranch Development Company in their suit against Southern California Gas Company and its parent, Sempra Energy. The suit stems from an October 2013 blowout of SoCalGas’ Natural Gas Storage Well in Aliso Canyon.

With a trial prosecutor experience for the Los Angeles District Attorney’s office helping prepare her to now lead high-stakes multi-district litigation, class actions and coordinated actions on behalf of her pharmaceutical and medical device company and higher education institution clients, including serving as UCLA’s trial counsel in the Los Angeles Superior Court Coordinated Proceeding, Olympus America Duodenoscope Litigation (ECFP-4883), arising from a high-profile infection outbreak at global hospitals including UCLA.

Kwuon is often one of the few women in the courtroom for these litigations and almost always the only diverse woman. She is currently the most senior diverse woman in Reed Smith’s leadership in the U.S. She also leads Reed Smith’s renowned Global Commercial Disputes group, the firm’s largest practice, and she serves on the firm’s Executive Committee, Global Governing Board (as its first U.S. elected diverse woman member), Diversity and Inclusion Council, Finance Committee, Talent Committee and the Race Equity Action Plan. She previously chaired the firm’s Audit Committee and served as the Los Angeles Office Managing Partner.

Kwuon actively seeks clients she can help sponsor and mentor. As lead of the US Commercial Disputes Practice, she has doubled the number of women equity partners. She has also identified and recruited women laterals partners with growing international and US-based practices in other practice areas, including corporate, labor and employment, intellectual property, technology and privacy. Additionally, she has served on the boards of the Women Lawyers Association of Los Angeles and the Los Angeles Children’s Chorus. She has also been a member of the Defense Research Institute and the American Bar Association’s Tort and Insurance Practice Committee.

Mark Holscher is one of the most experienced litigators in Los Angeles. His firm, Kirkland & Ellis, has handled a wide range of cases and is known for its high-profile clients and cases. Holscher has been recognized for his work in various fields, including environmental law, antitrust law, and corporate litigation. His firm has handled cases involving some of the most high-profile clients in the country, and Holscher has played a key role in many of these cases. He has been awarded numerous accolades for his work, including being named a “Leading Lawyer” by the Daily Journal multiple times. Holscher has also been involved in various professional organizations, including serving as a fellow of the American College of Trial Lawyers, a position that is highly regarded in the legal community.

Lisa Gilford is one of the preeminent first-chair trial lawyers in the country. Her stellar reputation as lead counsel to high-profile clients in class actions, multidistrict litigation, product liability matters and large-scale commercial disputes has earned her accolades from prestigious industry publications and professional associations. Gilford was recently retained as lead counsel for Akerna, whose fluorinated chemicals are used in firefighting foam, in pending national class actions and arbitrations in Ohio, West Virginia and Michigan alleging harm from chemicals entering the environment. In the past year, Gilford successfully settled a case against the NBA, in connection with the sudden cardiac death of Zeke Upshaw during a game. Recognizing Gilford’s extensive experience managing and coordinating massive cases such as the Toyota nationwide class action unrelated acceleration multi district litigation, Honda retained her as lead counsel in 14 class actions pertaining to the investigation of ZF-TRW automobile airbags.

Janet Kwuon’s trial prosecutor experience for the Los Angeles District Attorney’s office helped prepare her to now lead high-stakes multi-district litigation, class actions and coordinated actions on behalf of her pharmaceutical and medical device company and higher education institution clients, including serving as UCLA’s trial counsel in the Los Angeles Superior Court Coordinated Proceeding, Olympus America Duodenoscope Litigation (ECFP-4883), arising from a high-profile infection outbreak at global hospitals including UCLA.

Kwuon is often one of the few women in the courtroom for these litigations and almost always the only diverse woman. She is currently the most senior diverse woman in Reed Smith’s leadership in the U.S. She also leads Reed Smith’s renowned Global Commercial Disputes group, the firm’s largest practice, and she serves on the firm’s Executive Committee, Global Governing Board (as its first U.S. elected diverse woman member), Diversity and Inclusion Council, Finance Committee, Talent Committee and the Race Equity Action Plan. She previously chaired the firm’s Audit Committee and served as the Los Angeles Office Managing Partner.

Kwuon actively seeks clients she can help sponsor and mentor. As lead of the US Commercial Disputes Practice, she has doubled the number of women equity partners. She has also identified and recruited women laterals partners with growing international and US-based practices in other practice areas, including corporate, labor and employment, intellectual property, technology and privacy. Additionally, she has served on the boards of the Women Lawyers Association of Los Angeles and the Los Angeles Children’s Chorus. She has also been a member of the Defense Research Institute and the American Bar Association’s Tort and Insurance Practice Committee.
Greenberg Glusker partner Steven Lurie advises and represents developers, investors, borrowers and lenders in a variety of real estate transactions. In the past year, he was the lead lawyer on over $2.5 billion in transactions involving real estate in 25 states. Clients turn to Lurie for counsel on structuring complex transactions and entities, and to find creative strategies to get deals done. He has an impressive list of clients including Majestic Realty Co., Principal Financial Group Drive Shack, Inc., BrightView Landscapes, University of Southern California, American Golf Corporation, Concert Golf, Klingbeil Capital Management, LaTerra Development, Transpacific Development Co. and MGM Resorts International.

Lurie’s clients seek him out for his leadership and wide breadth of experience, believing he can find a way to succeed in any situation. As such, Lurie’s clients consider him both a dealmaker and trusted advisor. He has extensive experience in real estate and loan purchase and sale transactions, financing and loan work out transactions, lease transactions, tax-deferred exchanges, construction projects, and joint venture transactions.

Lurie has also created a niche market for him and his firm with his expertise in golf course law. He’s handled over 200 purchase, sale, lease, management agreement and other transactions for golf industry clients. He represented American Golf and NGP Realty Sub in the sale of approximately 80 golf courses and private clubs. The transactions allowed American Golf to successfully implement its strategic plan to concentrate its portfolio of golf courses and private clubs in specific markets, helping facilitate the company’s long-term success.
DIANE DE FELICE
FINALIST
Shareholder
Brownstein Hyatt Farber Schreck

Diane De Felice combines her industry-leading land use and environmental law proficiency with proven litigation skills in large development and infrastructure projects. Her knowledge of the public agency administrative processes enhances her ability to streamline complex environmental issues entwined with land use and planning matters for clients that include zoning and subdivision approvals, as well as other real estate related issues.

Recently, De Felice successfully represented the City of Baldwin Park at trial on a land use and California Environmental Quality Act (CEQA) case related to a regional Material Recovery Facility and Transfer Station Project (Waste Recycling Facility). The case highlighted De Felice’s ability to lead work for clients in connection with land use and zoning mandates that are among the most contentious and pressing issues in the state.

DAVID GRAELER
FINALIST
Chair, Litigation Department; Co-Chair, Real Estate Practice
Nossaman

David Graeler serves as chair of Nossaman’s Litigation Department and co-chair of its Real Estate Practice Group. Over the past several years, he has worked on a number of high profile matters, including his work on behalf of Los Angeles World Airports (LAWA).

He leads the legal team that is advising LAWA on real property matters related to the Landside Access Modernization Program, a $5 billion program to ease access in and out of the second largest airport in the United States. Graeler has advised LAWA on myriad issues including the scope of acquisitions and schedule impacts; aerial, roadway, column & footing, and temporary construction easements; purchase and sale agreements; escrow instructions for both transactions and for relocation obligations under the Rent Stabilization Ordinance / Ellis Act.

DAVID NAHAI
FINALIST
Partner
Lewis, Brisbois, Bisgaard & Smith, LLP

David Nahai has achieved success in many different arenas, including the law. Despite his arrival in the U.S. under difficult circumstances, has reached high positions in major law firms, attained the general manager and CEO role at the Los Angeles Department of Water and Power, served as chair of the Los Angeles Regional Water Quality Board, and was a Senior Advisor to the Clinton Climate Initiative. He is presently a Los Angeles County official, chairing a Watershed Area Steering Committee.

Nahai is a partner at the Lewis Brisbois law firm, where he specializes in real estate and environmental transactional matters. His expertise covers purchase and sale deals, commercial leases, financing transactions, construction matters, development agreements, and joint venture matters of all kinds.

JERRY NEUMAN
FINALIST
Partner
DLA Piper

Utilizing his exceptional skills, Jerry Neuman has assisted clients in the creation of some of Los Angeles’ most significant projects and has led some of the most important initiatives across the region. Neuman’s clients are well served by his combination of creative strategic thinking, legal and business acumen and political awareness. In this regard, Jerry uses his practice to push for better, more livable and sustainable communities while promoting the success of his clients’ projects.

As co-chair of DLA’s Real Estate practice group and the California Chair of the firm’s Land Use practice, Neuman has demonstrated engaged leadership that makes one of Los Angeles’ largest land use practices more like family than colleagues. His team personifies equity and inclusion by design. Neuman has worked to build a team that reflects the community in which he practices.
DAVID GINDLER
Partner, Head of Intellectual Property Litigation & Licensing Group
Milbank LLP

David Gindler is a partner in Milbank’s Los Angeles office with over 35 years of expertise. As head of the firm’s Intellectual Property Litigation and Licensing Group, his practice focuses on intellectual property litigation and licensing, with an emphasis in complex patent litigation. Gindler’s work spans a broad array of industries and technologies. He has achieved extraordinary trial outcomes for both plaintiffs and defendants, including a $302 million verdict for breach of a research and license agreement, and defeating a $217 million damages claim where liability had already been established in an earlier trial handled by a different law firm.

Recently, Gindler achieved successful outcomes for his clients in numerous high-profile and significant cases, including his current work representing the world’s third largest manufacturer of base station antennas, China-based Rosenberger Asia Pacific, and related companies, in defending against a trade secret misappropriation lawsuit and a patent infringement lawsuit filed by its competitor, US-based CommScope.

Gindler also recently represented Genentech and Biogen in patent litigation under the Biologics Price Competition and Innovation Act relating to Genentech’s blockbuster drug, Rituxan, and in connection with 25 petitions for inter partes review filed with the Patent Trial and Appeal Board challenging the validity of multiple patents relating to methods of using Rituxan to treat serious diseases. He also represented Skyong Innovations, which manages the intellectual property of Arizona State University, in the successful negotiation of a complex exclusive license agreement with Oncolyx Therapeutics, a startup company developing oncolytic immunotherapies based on the myxoma virus platform to orchestrate an immune response and treat cancer.
PETER ANDERSON
FINALIST
Partner
Davis Wright Tremaine LLP

Peter Anderson is without question one of the standout music copyright attorneys currently practicing and his work this past year has been particularly impactful. At a time when, as Rolling Stone put it, “Music Copyright Lawsuits Are Scaring Away New Hits,” Anderson has taken the lead in pushing back on dubious verdicts and charting a clearer path forward for the industry. In the “Stairway to Heaven” case, where he represented Taylor Swift and other defendants, he successfully advocated for a number of extremely important principles in music copyright that have had an immediate impact and will continue to resonate for years to come. For example, he successfully argued that a “combination” of unprotected elements isn’t enough to sustain a copyright claim.

MORGAN CHU
FINALIST
Partner
Irell & Manella

Morgan Chu has secured many of the world’s largest—and in some cases precedent-setting—verdicts, judgments and settlements, resulting in actual payments totaling more than $5 billion. He has been described by clients as “the most gifted trial lawyer in the USA” who “delivers staggering results.” Chu served as Irell’s co-managing partner for a maximum of two terms from 1997 to 2003 and currently chairs the firm’s Litigation group. In April 2020, Chu led the trial team that led to a $1.2 billion patent infringement judgment entered by a Los Angeles federal court in favor of Sloan Kettering Institute for Cancer Research and Juno Therapeutics, Inc. against defendant Kite Pharma. In the December 2019 trial, the jury ruled 9-0 in favor of the plaintiffs on damages and found Kite willfully infringed the patent for a groundbreaking cancer immunotherapy.

THOMAS DALY
FINALIST
Intellectual Property Co-Practice Group Leader and Partner
Lewis Roca Rothgerber Christie

Tom Daly is a partner and one of the co-practice group leaders of Lewis Roca Rothgerber Christie’s intellectual property group. He has more than 30 years of experience in intellectual property with a focus on patent and trademark litigation and obtaining patent and trademark protection that will withstand the rigors of litigation. Daly works with clients to implement strategies designed to obtain and protect trademarks and patents critical to their businesses. Including work with social media influencers to help them protect their rights and reputations in the complex area of rights of publicity. He also handles matters pertaining to licensing and patent portfolio management for medical devices, chemical processing and pharmaceutical companies, among others.

BITA RAHEBI
FINALIST
Partner
Morrison & Foerster LLP

As co-chair of Morrison & Foerster’s global IP Litigation Practice and co-disciplinary Intellectual Property Group, Bita Rahebi works with the world’s most innovative technology companies by providing strategic direction leading complex, high-stakes litigation matters. She is a first-chair litigator and known for ability to explain complicated issues to juries/judges, a skill honed through years of working with cutting-edge technologies.

Rahebi and her team secured a major victory for Nevro Corp. in its patent infringement lawsuit in the District of Delaware against rival Stimwave, with a settlement agreement that required Stimwave to consent to judgment against it in the case and a rare permanent injunction. In its opinion, the Court referenced Rahebi’s deposition of Stimwave’s CEO and found the CEO’s testimony to be “patently false.”

Marc Leh and Vivian Grigorians have cultivated countless strong and long-standing relationships with colleagues, clients and community. As passionate champions of Los Angeles and respected leaders within the profession, they symbolize the very definition of icons. We proudly congratulate Marc Leh and Vivian Grigorians for being nominated for the 2020 Leaders in Law Awards by the Los Angeles Business Journal.

real challenges. real answers.™

Am Law 100 firm with 900 attorneys nationwide. 21 offices from LA to NY. 170+ services/industries. polsinelli.com.

The choice of a lawyer is an important decision that should not be based solely upon advertisements. Polsinelli PC, Polsinelli LLP in California.
Congratulations to SoCalGas Assistant General Counsel Sabina Clorfeine for your leadership and dedication on winning the LA Business Journal’s Leaders in Law Award!

Dentons congratulates Los Angeles partner Tania Moyron for being named a finalist for the 2020 Leaders in Law award. Tania is recognized for her successful leadership in the second-largest hospital restructuring bankruptcy case in US history, as well as her community efforts on behalf of the International Women’s Insolvency and Restructuring Confederation and cancer fundraising efforts for LA Goes Pink.

T. KATURI KAYE
Director
Trucker Huss, APC

Chienyoyonoh Katari Kaye of Tucker Huss (an ERISA and employee benefits firm) focuses her practice primarily on qualified retirement plans, including defined benefit and defined contribution plans, and plans of tax exempt entities and public schools and universities, including 403(b) and 457 plans.

Kaye counsels clients on the design and tax-qualification of retirement plans and the taxation of employee benefits. In addition, she assists clients with drafting plan documents, SDFs and plan amendments; analyzing plan administrative issues; service provider and investment management agreement reviews; reviewing and drafting QDROs; preparing IRS and DOL submissions; and resolving questions regarding compliance with ERISA and the Internal Revenue Code.

Kaye is a child of immigrant parents who journeyed to the U.S. in the 1980s from West Africa. Growing up, Kaye watched her parents devote 100% of their time, resources and energy to make sure that she and her siblings could live the “American Dream.” To pay this forward, she started her own non-profit, The TKK Program, Inc. in 2012 to bridge the gap for those at-risk youth and underprivileged communities. Through her work under The TKK Program, Kaye strives daily to make a powerful difference in her greater community. Her efforts include providing college application fee assistance to high school seniors; providing book, fees and tuition scholarships; providing educational training; providing financial training; providing access to the arts, dance, drama and other life enriching experiences; and providing mentorship and support to teenage parents – all funded, operated and administered by Kaye.

Dentons.com

© 2020 Dentons. Dentons is a global legal practice providing client services worldwide through its member firms and affiliates. Please see dentons.com for Legal Notices.

SoCalGas

Congratulations to SoCalGas Assistant General Counsel Sabina Clorfeine for your leadership and dedication on winning the LA Business Journal’s Leaders in Law Award!
With over 25 years of experience representing clients in a range of industries, across all areas of employment law, partner Kate Gold is a versatile litigator with experience in all types of employment-related suits facing California and national employers. Her expertise includes class and collective actions, discrimination, retaliation and harassment, non-compete and wage/hour matters. Gold also regularly conducts high-level workplace investigations and is a trusted advisor to clients on reductions in force and compliance with state and federal employment laws and regulations, including those arising out of the COVID-19 pandemic.

Gold's recent accomplishments include her work for Arrowhead Products in a wage and hour class action involving 1,200 class members. Gold secured a favorable resolution for the client.

In 2000, Nina Huerta moved to Los Angeles to pursue her legal education at USC and was the first in her immediate family to pursue law. She joined Locke Lord as a first-year associate and was elected to partnership in January 2012. She was appointed office managing partner for Los Angeles in June 2016 and became one of the first Latinas to serve in this role for any major law firm. Huerta also serves as co-chair of the firm’s Board of Directors.

Huerta has made a significant impact for clients amid the COVID-19 pandemic as a co-leader of Locke Lord’s COVID-19 Task Force, which provides a coordinated response to clients’ range of needs amid the pandemic and maintains the firm’s COVID-19 Resource Centre. As a labor and employment partner, she focuses her practice on employment litigation, counseling and advice.

Roland Juarez is known for handling high-stakes labor and employment cases for some of California’s largest and most high-profile employers in the service, manufacturing, retail and aerospace industries, successfully defending clients against the most challenging wage and hour, discrimination and non-compete claims facing employers in California and across the nation.

Juarez’s innovative courtroom strategies have secured impressive victories for his clients, ranging from using creative arguments concerning jurisdiction to substantially limit client exposure in a matter concerning a California military base; protecting a client’s competitive advantage by applying California’s “trade secret exception” for a manufacturer of well-known personal hygiene products; and obtaining trial wins for an advertising agency with major implications for the industry itself.

As its firm managing partner, Dana Kravetz has positioned Michelman & Robinson, LLP, a national law firm headquartered in Los Angeles, as a go-to firm for clients in the hospitality, advertising and digital media, banking and financial services, cannabis, entertainment and music, and insurance spaces, among others. Now in its 21st year in business, the firm – under Kravets’ decade-plus-long leadership – has repeatedly been recognized for excellence.

At his core, Kravetz is a sought after employment lawyer who represents some of the most admired companies in L.A.: Riot Games, AECOM, Fairmont Hotels & Resorts, and YMCA Metropolitan of Los Angeles, to name a few. As of late, these and many other clients have relied upon his advice and counsel in connection with employment-related fallout due to COVID-19.

Congratulations to our own Joshua Briones, Ralph Campillo, and award finalist Abby O’Brient, and to all 2020 Los Angeles Business Journal Leaders in Law nominees.
LOS ANGELES BUSINESS JOURNAL – CUSTOM CONTENT

**JENNIFER HAGLE**

Partner

Sidley Austin LLP

Jennifer Hagle is on the Executive Committee of one of the country’s most distinguished global law firms, Sidley Austin, and is recognized as one of the top transactional bankruptcy lawyers in the country. Among her many accolades, she enjoys the rare distinction of dual membership in separate honorary colleges. Most recently, she was named as 2020 Regent for the Ninth Circuit by the prestigious American College of Bankruptcy.

For three decades, Hagle has taken the lead on some of the industry’s most notable and challenging bankruptcy and out-of-court restructuring transactions. Currently, Hagle is bankruptcy counsel to MUFG Union Bank, N.A., as administrative agent with respect to a $3 billion senior secured revolving facility, administrative agent on a $925 million debtor-in-possession facility, and lead arranger and administrative agent with respect to a $2.5 billion exit facility in connection with the Chapter 11 cases filed by Chesapeake Energy Corporation, one of the largest oil and gas deals to have ever filed in the Southern District of Texas. Hagle also represented MUFG for a syndicate of senior secured lenders and the largest creditor group in the Chapter 11 cases involving the highly scrutinized film studio, The Weinstein Company (TWC). There, Hagle accomplished the near-impossible: a payoff in full of both the debtor-in-possession financing and the first lien secured debt in connection with the bankruptcy sale of the assets of TWC.

Over the years, Hagle has earned the trust of other blue-chip clients such as Credit Suisse, Credit Agricole, General Electric Capital Corporation, Bank of America, and many more to handle their most complex and high-profile insolvency matters.

**ABIGAIL “ABBY” O’BRIENT**

FINALIST

Mintz

As one of the only Latina partners in this practice, the challenges Moyron has overcome to reach this level of success demonstrate unusual tenacity and hard work. Despite having begun the third grade in Sacramento speaking virtually no English after moving there from La Paz, Mexico, Moyron prospered in public schools and assumed adult responsibilities at an early age that required her to be resourceful and mature. Through college and law school, Moyron balanced the demands of employment and academics during her self-financed education.

A first generation college graduate and professional, Mintz member Abby O’Brien has displayed her legal acumen to clients from very early in her career. Starting as an associate in Mintz’s Bankruptcy and Restructuring group in 2009 and elevated to partner in 2019, O’Brien has risen to the top in the high-demand male-dominated commercial bankruptcy practice due to her ability to lead successful trial teams and guide buyers in distressed transactions.

She maintains a wide-ranging insolvency and litigation practice, representing secured and unsecured creditors in bankruptcy cases and other insolvency proceedings nationwide, purchasers and sellers of distressed assets, bankruptcy trustees and receivers. Recent representative matters include her work representing Marin Clean Energy in PG&E’s bankruptcy. The client praised O’Brien’s work as “nothing short of outstanding.” She also represented Wells Fargo in the City of Stockton bankruptcy, and obtained pre-bankruptcy judgments requiring the city to vacate property subject to the client’s liens.

**PATRICIA RODRIGUEZ**

FINALIST

Member

Rodriguez Law Group

Rodriguez was born to a poor working single mother and grew up homeless until the age of 7 years old. Her mother battled addiction until Rodriguez was a teenager. Rodriguez currently and for the past ten years has represented a wide range of clients, focusing her representation on borrowers facing non-judicial foreclosure. She also handles criminal defense matters including DWI, DUl, Robbery, Possession of firearms, etc., Plaintiff/Personal injury, bankruptcy, family, real estate and property law, as well as landlord/tenant dispute. She is dedicated and focused on her practice; she carries a caseload and manages the entire legal and business team. She has taken her exceptional training in trial advocacy and aggressively litigated over hundreds of cases with compassion and tireless effort.

**MARK SHINDERMAN**

FINALIST

Partner

Milbank LLP

Mark Shinderman is a partner in Milbank’s Los Angeles office and has over 30 years of experience restructuring companies inside and outside of bankruptcy across a diverse group of industries. He has played a significant role in numerous high-profile bankruptcy cases and out-of-court restructurings representing official and ad hoc committees of creditors and other important constituents.

Shinderman has represented a wide range of clients in the largest and most complex distressed matters in the US and abroad in all phases of the bankruptcy process, including recently representing an ad hoc group of Crossover Holders in a dual-track process that will allow GNC to restructure its balance sheet and accelerate its business strategy through a Chapter 11 restructuring. Through the effort of the ad hoc group, the company is being sold for more than $760 million. The group also funded a large DIP loan as part of the process.

**TANIA MOYRON**

FINALIST

Partner

Dentons US LLP

Tania Moyron is a partner in Dentons’ Restructuring, Insolvency and Bankruptcy group. For the past 23 months, she has successfully led and managed the chapter 11 cases of Verity Health System of California, Inc. and its affiliates, the second-largest hospital restructuring bankruptcy case in U.S. history, comprising six hospitals and 11 other affiliated entities at the time of the chapter 11 filings in L.A.

As one of the only Latina partners in this practice, the challenges Moyron has overcome to reach this level of success demonstrate unusual tenacity and hard work. Despite having begun the third grade in Sacramento speaking virtually no English after moving there from La Paz, Mexico, Moyron prospered in public schools and assumed adult responsibilities at an early age that required her to be resourceful and mature. Through college and law school, Moyron balanced the demands of employment and academics during her self-financed education.

A first generation college graduate and professional, Mintz member Abby O’Brien has displayed her legal acumen to clients from very early in her career. Starting as an associate in Mintz’s Bankruptcy and Restructuring group in 2009 and elevated to partner in 2019, O’Brien has risen to the top in the high-demand male-dominated commercial bankruptcy practice due to her ability to lead successful trial teams and guide buyers in distressed transactions.

She maintains a wide-ranging insolvency and litigation practice, representing secured and unsecured creditors in bankruptcy cases and other insolvency proceedings nationwide, purchasers and sellers of distressed assets, bankruptcy trustees and receivers. Recent representative matters include her work representing Marin Clean Energy in PG&E’s bankruptcy. The client praised O’Brien’s work as “nothing short of outstanding.” She also represented Wells Fargo in the City of Stockton bankruptcy, and obtained pre-bankruptcy judgments requiring the city to vacate property subject to the client’s liens.

**FIRM ATTORNEY AWARDS**
In an ever-shifting digital marketing landscape, law firms looking to generate growth, new clients, and increased revenue must assiduously keep pace with the latest trends, technology, and insights that shape their industry. This is especially true as the legal field continues to grapple with the impact of the COVID-19 pandemic. While the coronavirus will continue to roil markets for the foreseeable future, analysts fully expect 2021 to be a year of renewal and resurgence across many sectors of the economy, including the legal industry.

Scorpion specializes in helping practices navigate challenging times by assessing the current business landscape and giving you the best solutions for success. The end goal is to create a custom marketing strategy that yields tangible results for your specific growth goals and bottom line.

In that spirit, we have compiled some data-backed insights to help guide your firm’s approach to digital marketing in 2021.

THE TIME TO INVEST IN MARKETING IS NOW

Conventional wisdom holds that during periods of economic instability, marketing budgets should be subject to cutbacks. However, evidence proves this line of thinking to be a fallacy. Far from being expendable, your marketing investment should grow during an economic slowdown.

Data from past recessions validate this analysis. For example, during the economic slowdown of 2007-2009, businesses that maintained or increased their advertising budget saw 4.5x greater annual market share growth. So with 2021 upon us, it’s necessary to ask yourself if your firm is prepared to invest in its digital marketing strategy to thrive in the coming year?

DIGITAL IS THE WAY FORWARD

As a law firm looking to acquire new clients, you need to amplify your marketing efforts in the places where people are. And these days, everyone is on the internet.

The digital space has become the primary avenue to reach potential customers. And while there’s still a place for traditional advertising channels, your growth plans for 2021 should focus on digital marketing — especially considering the large number of people spending time on their computers due to stay-at-home measures.

A well-rounded digital strategy can include many different elements; some of the key ones include an informative website, SEO, Pay-Per-Click ads, Local Services Ads, and more. And unlike traditional marketing methods, the digital space allows you to target your message to a particular audience, which invariably leads to greater cost-efficiency and more clients.

IT’S ALL ABOUT BRAND

There are a lot of lawyers out there, and if you’re serious about standing out, you need a brand. At its core, a brand is all about how your audience or local community perceives you. It’s essentially telling a story about yourself as an attorney, and when done right, it can create deep, meaningful connections with your client base and build a distinct identity for your practice.

Fortunately, digital marketing can make brand building more effortless than ever before. There are plenty of easy ways to enhance your firm’s identity in the coming year; they include automated reputation management solutions, Google My Business, posting original video content, and having active social media channels.

The more you can employ these tactics, the more you define yourself from competitors and meet your growth goals.

INSIGHTS FOR 2021 AND BEYOND

Experience and research indicate that the strategy for success in 2021 includes investing in digital marketing solutions, prioritizing your online presence, and developing a brand. To successfully implement this approach, your firm will require clear-eyed, concise data, and actionable analysis.

And that’s what Scorpion can provide.

By DARRIN SENNOTT

Darrin Sennott is Senior Vice President of Sales at Scorpion. If you are interested in learning more digital marketing insights for 2021, contact Scorpion at Visit ScorpionLegal.com or call (844) 505-4349.
Leaders in Law: Redefining Legal Education

The USC Gould School of Law – the first law school in Southern California and one of the top-ranked nationwide – celebrates its 120th anniversary in 2020. Since its establishment, innovation has been an integral part of the USC Gould School’s DNA.

“One of our central goals as a law school is to prepare our students to become innovators and influencers who redefine the legal profession — improving not only their organizations, but also people’s lives,” said Dean Andrew T. Stremmel.

USC Gould has built a renowned history of interdisciplinary educational programs for legal professionals, with degrees that include the Juris Doctor (JD), Master of Laws (LLM), LL.M in Alternative Dispute Resolution, LL.M in International Business and Economic Law, Master of Dispute Resolution (MDR), and Master of Comparative Law (MCL). In addition, USC Gould was among the first top-tier law schools to offer a fully online LLM degree, allowing students from across the globe to join our vibrant and diverse community. Today, the law school features a student body representing more than 60 countries worldwide.

In 2016, USC Gould added an exciting new chapter to its innovative legacy with the launch of the online Master of Studies in Law (MSL) degree, which is specially designed for non-lawyer professionals to gain a solid understanding of legal concepts and issues related to their fields.

**USC MSL: AT THE FOREFRONT OF ONLINE EDUCATION**

From contracts and compliance, to finance and mediation, to cybersecurity and IP, a growing number of today’s roles and responsibilities intersect with legal matters more than ever before. In response to these shifts in the business landscape, legal education has evolved as well, with USC’s Gould School of Law leading the charge to meet these demands. Through the MSL program, the USC Gould School helps non-lawyer professionals enhance their business expertise with an essential legal education.

“Virtual every professional in the economy encounters the law, whether you are hiring people, dealing with contracts or making decisions within a complex regulatory world,” said Dean Guzman. “We believe it is important for all of these professionals to have a strong familiarity with the law and what the legal system requires. We are accomplishing that through our master’s programs, such as the MSL.”

**Flexible, Convenient, Interactive**

In the MSL program, students have the convenience of completing the degree 100% online, and the flexibility to study part-time — making it an ideal format to balance the demands of work schedules. No LSAT or GRE test is required; no prior law degree is required either. In addition, generous scholarships are available and considered for all applicants.

The MSL degree enables graduates to contribute to their roles with a more thorough understanding of the law. MSL degrees can apply to a variety of career goals and business industries, including those who deals with contracts, negotiations, human resources, strategy and compliance, or who work closely with their organization’s legal department. The program provides students with a working knowledge of the law to amplify their career impact.

The benefits don’t end inside the classroom. Graduates of the MSL program gain access to the global Trojan Family network, which includes connections to more than 14,000 USC Gould alumni.

**Customized to Meet Your Goals**

MSL students can tailor their educational experience by pursuing a certificate aligned with their field. These certificates can be completed at no additional cost, as part of the MSL program.

Certificate programs include:
- Business Law
- Compliance
- Entertainment Law and Industry
- Financial Compliance
- Human Resources Law and Compliance
- Privacy Law and Cybersecurity
- Health Care Compliance

Certificate programs – which may be earned in as few as three semesters online – help students maximize their impact within their organizations and ultimately improve employee and leadership productivity, along with bottom-line contributions.

For more information about the MSL degree, visit bit.ly/usclaw2020.

To explore corporate partnerships, please email us at corporatecustom@law.usc.edu.

**CORPORATE PARTNERSHIP OPPORTUNITIES**

How can a partnership help both careers and companies? Research has shown that an overwhelming majority of employees would stay at their companies longer if their employers invested in their professional growth and development — providing the opportunity to learn essential new skills.

Organizations can capitalize on their own in-house talent and increase employee retention through custom partnerships with the USC Gould School of Law. USC Gould collaborates with numerous organizations that offer scholarship savings to employees, including for the online Master of Studies in Law (MSL) for non-lawyer professionals.

Benefits for corporate partners and their employees include:
- Generous partner scholarships
- Personalized application support
- Individual academic advising
- Interactive, convenient and flexible online experience
- And many more