



Salisian^{LLP}

BUSINESS ATTORNEYS

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BUSINESS ATTORNEYS

Business-minded attorneys for success-minded businesses.





PROFILE

Business-minded attorneys for success-minded businesses.

Salisian LLP is a multi-practice law firm based in downtown Los Angeles that focuses exclusively on meeting the legal needs of businesses and entrepreneurs in greater Los Angeles and throughout the West.

Our firm offers business litigation, real estate litigation, commercial collections, sports and entertainment law, bankruptcy litigation, insurance coverage litigation and appellate practice.

Founded by managing partners Neal Salisian and Richard Lee in 2010, Salisian LLP represents clients with complex litigation concerns or seeking legal support at any stage of enterprise development.

What started out as a two-man shop offering legal representation that rivaled that of Am Law 100 firms in a format more comprehensive for growing businesses, has expanded to include diverse practice areas, associates and support staff who share that vision.

Free from the rigid fee structures or archaic billing quotas, Salisian LLP attorneys develop solutions that meet each individual client's needs. Whether in settlement negotiations, mediation, arbitration, in court, or at trial, we make it our business to support yours.

PRACTICE AREAS

BUSINESS LITIGATION

The business climate is unpredictable. Your attorney shouldn't be.

Today's business climate reflects a pronounced lack of certainty – in the future of the economy, in the stability of the markets and in the socio-political flux that defines our times. And while this environment is unpredictable, the skills and strategic savvy of a business's legal representation should not be. Growing businesses need the experience and skilled counsel of seasoned attorneys to take the reins of conflict and resolve it appropriately in any situation – be that through negotiation, mediation, or litigation.

Salisian LLP's business litigators are confident in their training and approach. In turn, our clients feel comfortable focusing on what matters most: success. Our areas of practice include:

- Business Contract Disputes
- Business Torts, Including Fraud & Interference
- Breach of Fiduciary Duty
- Collections on Promissory Notes, Guarantees & Judgments
- Class Actions
- Bankruptcy Litigation
- Arbitration, Mediation & Other Alternative Dispute Resolution Procedures
- California Business Code Section 17200 & 17500 Claims Including Unfair Competition
- Technology & Intellectual Property Disputes
- Professional Malpractice
- Lender Liability & Bad Faith Claims
- Shareholder & Corporate Governance

REAL ESTATE LITIGATION

As you build, we help set a solid foundation.

Salisian LLP's real estate attorneys represent clients in all stages of the development and construction process involving a wide variety of projects. They draw on their extensive experience working on behalf of private and public owners and developers, design professionals, construction managers, general contractors, subcontractors, sureties, and municipalities.

With a deep understanding of both the law and the industry landscape, our attorneys apply a multi-faceted approach to dispute resolution and risk mitigation for our clients. Regardless of complexity or scale, we commit to the successful resolution of any type of real estate or development issue, including the following:

- Lease Disputes
- Escrow Disputes
- Purchase & Sale Agreements & Options
- Rescission & Other Fraud/Mistake Claims
- Foreclosure & Receivership
- Guaranty Enforcement & Disbursement Issues
- Lender Liability & Bad Faith Claims
- Loan Participation & Co-Ownership Arrangement Disputes
- Public-Private Partnership Matters
- Management & Ownership Issues
- Land Use, Title & Easement Disputes
- Failed Development Projects
- Construction Litigation
- Entitlement & Other Development Matters
- Eminent Domain Disputes

PRACTICE AREAS

INSURANCE COVERAGE

When your business is covered, we've got your business covered.

Very often these days, the ultimate resolution of a business dispute or litigation between two parties rests in the hands of a third party. Business owners and operators, looking to protect their interests or comply with regulatory requirements, will have insurance policies in place that are designed to pay out in the event of an unfavorable legal outcome or other liability-triggering event. When that payout doesn't happen as expected, either because an insurance company denies a claim, payments aren't forthcoming, or a carrier wrongfully refuses to defend a lawsuit, our experienced attorneys are here to help.

Whether working to obtain a partial or interim payment, or disputing the denial of a claim, we can provide the counsel you need to keep your business running smoothly and protect your bottom line. Our practice's scope includes:

- Bad Faith Claims
- Reversing Incorrect Coverage Denials
- Property Insurance Claims
- Casualty & Specialty Insurance Coverage Claims
- Derivative Liability Claims
- Elimination of Defense and Indemnity Costs
- Negotiating New or Post-Litigation Policy Terms

COMMERCIAL COLLECTIONS

Showing you the money when you win the case.

Businesses may appear successful on paper, but if payment or goods and services are not timely rendered in exchange, the bottom line can take a sizable hit. As a full service business law firm, our attorneys know that client success must be tangible and include the actual recovery of debts owed. A debt is no better than the paper on which it is written unless it can actually be collected. We make this necessary process much more efficient and effective.

Salisian LLP attorneys are trained in the aggressive recovery of past due commercial debts, whether relating to a lease, loan, or other unpaid business obligation. Our most important goal in every situation is to ensure the maximum return of funds assigned for the lowest total cost. We enforce these obligations with an unparalleled level of professionalism and efficiency.

Our attorneys can offer support that includes the following:

- Commercial Debt Collection & Claims Handling
- Both Secured & Unsecured Debt Enforcement
- Prejudgment Writs of Attachment, Liens, Receivership & Other Provisional Remedies
- Judgment Enforcement in All 50 States
- Debt Collection Analysis, Including Asset Searching
- Pre-Bankruptcy & Bankruptcy Claims Processing

PRACTICE AREAS

BANKRUPTCY LITIGATION

From in the red to reinvention, we have you covered.

Salisian LLP's attorneys understand that bankruptcy is often just a means to an end: a new beginning, a fresh start or a much needed clean slate. Our practice offers counsel regarding all forms of individual and business bankruptcy litigation, with a focus on large-scale personal and corporate Chapter 11 proceedings, on behalf of debtors and creditors alike. We represent board members, creditors – both secured and unsecured – and creditor and equity committees, shareholders, and trustees, as well as debtors, debtors in possession, landlords and lessors, and the purchasers and sellers of distressed assets. Our attorneys appreciate the sensitive nature of a bankruptcy process and the need for diligence, humility and creativity in helping to mold those past wrongs into making our clients right again. The practice handles all stages of bankruptcy litigation, including:

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| Obtaining relief from automatic stays in Foreclosure-related proceedings | Asserting reclamation claims |
| Supporting/opposing the adequacy of disclosure statements and the confirmation of plans of reorganization | Enforcing or contesting the assumption of executory contracts and leases |
| Defending objections to the priority and the allowance of claims | Handling claims of landlords, creditors and investors |
| Obtaining the appointment of trustees and examiners | Obtaining confirmation of plans of reorganization |
| Moving to dismiss or convert Chapter 11 cases | Liquidating and selling of assets |
| Contesting the valuations of assets and the reorganization of securities | Obtaining debtor-in-possession financing |
| Providing post-petition financing to debtors-in-possession | Implementing assignments for the benefit of creditors |
| Defending fraudulent conveyance and preference claims | Negotiating compositions |
| Estimation and allowance of contingent claims | Managing executory contracts and leases |
| | Litigating avoidance actions, such as Fraudulent transfers and preferences |
| | Managing claim transfers |

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SPORTS AND ENTERTAINMENT LAW

From stage to screen and ballpark to courtside, we have you covered.

Los Angeles may well be the city where dreams come true, but most don't get there without a little legal help along the way. At Salisian LLP, we welcome clients no matter the dollar amount on the contract or size of the profile – a promise that many larger law firms in this area simply cannot make. We are available, and always accessible, to producers, directors, actors, and agents, as well as players, ex-players, coaches, managers, teams, stadium owners and contractors, franchisors, sponsors, and any business established on an entertaining or sporting platform. The attorneys of Salisian LLP incorporate a hands-on understanding of the entertainment industry and of professional and amateur sports to provide counsel on related transactional and litigation matters. Our team provides legal support in a number of areas, including the following:

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| Sports Arbitrations & Mediations | Prosecution & Defense of Film, Television & Music Industry Litigation |
| Sponsorship Opportunities | Partnership & Shareholder Disputes |
| Television & Other Media Rights, Production & Distribution | Conflicts between Management & Agencies |
| Purchase & Sale of Assets | Royalty Accounting Actions |
| Contract Negotiations & Contract Disputes | Violations of Publishing, Mechanical & Recording Agreements |
| Advertising & Promotions | Failure to Distribute Actions |
| Financing Deals | Entity Dissolution Actions |
| Agent Regulations & Relationship Management | Licensing & Royalty Disputes |
| Collective Bargaining Agreements | Unauthorized Use of Name & Likeness |
| Sports Administrative Matters, Including Title IX, Drug Testing & NCAA Eligibility Issues | Defense & Prosecution of Libel & Slander Suits |

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PRACTICE AREAS

APPELLATE PRACTICE

We'll take you all the way.

While the vast majority of civil cases in California are resolved at the trial court level, there are those in which one or both parties are dissatisfied by the outcome, the process by which the outcome was reached, or both. In all cases, when a matter is appealed to a higher court, it is essential that the attorneys involved have experience at the appellate level and the know-how to go for the win.

Salisian LLP's appellate practice is comprised of seasoned litigators who have either appealed verdicts or responded to appeals, and won. Whether handling a matter from its inception or taking over where another firm might have dropped the ball, our appellate team skillfully crafts strategies inside and outside of the courtroom to provide the best possible outcome so that all the time and effort that has gone into a dispute is not for naught.

Our attorneys are comfortable and experienced proceeding to appeal post-judgment, but they can also file for extraordinary relief to challenge orders while still in trial court. In that vein, we are able to handle:

- Post-trial Briefing
- Prosecuting and Defending Appeals
- Amicus Briefs
- Writs & Other Extraordinary Relief

CLASS ACTION DEFENSE

When aggressive action demands a calculated response.

Defending class actions requires a unique combination of strategy, timing and patience. They encompass everything from sprawling discovery to navigating class certification battles, orchestrating strategic settlements and, just when you think it is all over, managing likely appeals. While many attorneys know their way around a voluminous complaint or the halls of a courthouse, class action defense simply demands more. More experience, better strategic planning, closer client collaboration and, ultimately, a verdict or settlement that keeps client businesses on pace and thriving.

Our class action defense team works closely with clients to mount effective, tailored defenses from day one – whether your focus is containment, dismissal, or minimizing exposure at every stage. We understand that these types of claims have huge financial and reputational stakes, and we keep those at the forefront in everything we do, until it is all said and done.

We defend clients across a broad spectrum of industries in class action matters brought under both state and federal statutes. Our past matters involve:

- Consumer protection and false-advertising claims
- Unfair and deceptive trade practices (UDAP/UCL/analogous state statutes)
- Antitrust and competition class actions
- Securities, RICO, and shareholder class claims
- Business litigation class actions

ATTORNEYS



H. Han Pai PARTNER

Han Pai is a partner at Salisian LLP. He focuses his practice on complex business litigation, as well as on the transactional and business formation needs of the firm's diverse client roster, including commercial loan litigation, corporate and partnership disputes, real estate disputes, insurance coverage claims, bankruptcy litigation, and commercial collections.



Tyler E. Sanchez PARTNER

Tyler E. Sanchez is a partner at Salisian LLP. Mr Sanchez's practice is focused on representing businesses and individuals in disputes across a broad range of industries. Prior to joining Salisian LLP, Mr. Sanchez was a litigation associate at Murchison & Cumming, LLP and, prior to that, he was an associate with Ford & Diulio PC and Hayford & Felchlin, LLP. Mr. Sanchez was selected as a Super Lawyers Rising Star in both 2019 and 2020.



Jared T. Densen ASSOCIATE

Jared Densen is a litigation associate with Salisian LLP. In that capacity, he works with several of the firm's practice groups on pending litigation, negotiations and settlements across multiple industries. Prior to joining the firm, Mr. Densen worked as an entertainment lawyer in both transactional and litigation capacities, both for law firms and as a sole practitioner.

Neal S. Salisian PARTNER

Neal Salisian is a founder and Co-Managing Partner of Salisian LLP. He focuses his practice on complex litigation and serves as business formation and development counsel for a cross-section of entrepreneurs and small to mid-sized businesses throughout California. He is particularly adept at managing legal issues related to contracts, leases, fraud, tortious business practices, insurance recovery claims on behalf of policyholders, real estate disputes, class actions, bankruptcy litigation, and technology and internet-based matters.



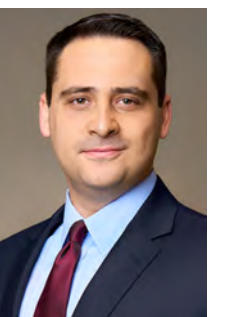
Jennifer S. Goldstein SENIOR ASSOCIATE

Jennifer Goldstein is a litigation associate with Salisian LLP. In that capacity, she represents individuals and corporate clients in business disputes across industries. Ms. Goldstein has litigated in arbitration, as well as state and federal court, and successfully mediated cases. Prior to joining the firm, Ms. Goldstein held Of Counsel and associate-level positions with notable Los Angeles-based law firms handling bet-the-company competitor and class action commercial litigation matters.



Marius Mateescu ASSOCIATE

Marius Mateescu is a litigation associate at Salisian LLP. He focuses his practice on commercial and business litigation. Marius represents plaintiffs and defendants in complex commercial disputes throughout California across numerous industries, including banking and finance, real estate, technology, and transportation. Prior to joining the firm, he was an associate at another commercial litigation firm.



ATTORNEYS



Brian C. Zhang ASSOCIATE

Brian Zhang is a litigation associate with Salisian LLP. In that capacity, Mr. Zhang works on a wide array of legal matters across multiple industries, including commercial real estate, insurance and entertainment. Prior to joining the firm in 2024, he worked for a Silicon Valley-based law firm handling intellectual property cases, largely in federal court. While there, Mr. Zhang predominantly handled cases involving patent, copyright and trade secret concerns involving a variety of technologies, including drug discovery, medical devices and photovoltaics.