

Jeffrey R. Glassman

Partner

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Jeffrey R. Glassman is a partner in ECJ's Business & Corporate Department. Jeffrey's practice serves entrepreneurs and emerging growth companies as well as middle-market companies. In light of the fact that Jeffrey represents a wide range of businesses, his practice includes general business counseling, corporate and securities, mergers and acquisitions, and business transactions. As outside general counsel to his clients, he also advises them in intellectual property matters, employment and labor laws, and business litigation. In addition, he counsels many of his clients on legal matters large and small as they pertain to daily business operations.

An experienced, aggressive business attorney who focuses on cost-effective resolutions to legal issues, Jeffrey prefers a "partnership approach" when dealing with clients. He is careful to note a client's long-term objectives and goals, and advises them accordingly, even when dealing with immediate and pressing legal problems. Jeffrey believes in developing close relationships with his clients and he encourages open and on-going communication. As such, he avails himself to his clients 24/7. What triggers Jeffrey's enthusiasm toward his clients, and the work he does for them, is the appreciation he receives for his efforts and watching his clients' business ventures grow and flourish.

Jeffrey started his career in the corporate law group at Greenberg Traurig in Washington D.C. where he structured and negotiated complex transactions on behalf of start-ups and emerging growth companies. He was then recruited by Fisher Wayland, a firm that has since been acquired by Pillsbury Winthrop, to join their corporate practice where he handled complex multi-million dollar mergers and acquisitions for radio and television broadcast companies, cable networks, satellite and telecommunications clients, as well as new media and technology companies.

Thereafter, Jeffrey was recruited by a software development company, Firetalk Communications, in San Francisco, CA, to become their In-House General Counsel. As such, Jeffrey structured and negotiated complex licensing and distribution agreements, joint ventures, and strategic alliances; managed the development of the company's international trademark, patent, copyright and domain name portfolios; supervised the company's corporate transactions; and handled all of the company's employment and labor law matters.

Jeffrey then joined a business litigation boutique in Los Angeles formerly known as Eenstein, Russell & Saltz, where he helped establish that firm's corporate and intellectual property practice. While at that firm, Jeffrey served as outside counsel to several multi-million dollar manufacturing companies and assisted in complex civil and business litigation matters involving contract disputes, intellectual property matters, and employment and labor law claims. Eventually, Jeffrey and that firm's managing partner joined the business law group of Moldo Davidson Fraioli Seror & Sestanovich. Jeffrey practiced at Moldo Davidson until joining Ervin Cohen & Jessup in 2009.

Born and raised in Washington D.C., Jeffrey attended the University of Wisconsin and graduated with Distinction in Political Science. While doing his undergraduate work, Jeffrey was selected to participate in a language intensive study abroad program through Hamilton College and, as a result, lived and studied in Madrid, Spain for a year. He went on to receive his Juris Doctorate from American University's Washington College of Law in 1995 where he was a Dean's Fellow. During law school, Jeffrey spent a summer in Santiago, Chile while he studied international trade and comparative law and worked at Urrutia & Compania, a Chilean-based law firm where he was responsible for structuring international business transactions. Jeffrey also worked in the Office of Latin American Affairs at the United States Trade Representative during the Clinton Administration where he reviewed and analyzed matters related to the North American Free Trade Agreement and World Intellectual Property Organization.

Jeffrey is admitted to the State Bar of California, the Maryland Bar, and the District of Columbia Bar and is licensed to practice in all state and federal courts in all three jurisdictions. Jeffrey also belongs to the business law and intellectual property sections of the Los Angeles County Bar Association.

Jeffrey frequently guest lectures at UCLA-extension on the topic of "Business Law for Entrepreneurs" and is often sought out by many business organizations to speak on or write about legal matters affecting start-ups and emerging growth companies. Jeffrey's articles include, among others, "*Choosing the Right Entity*," published by Management Consulting News and "*Financing for Corporate Growth*," published by the San Fernando Valley Business Journal.

In addition, Jeffrey was selected for inclusion in *Southern California Rising Stars* for 2008. ■