



Bankruptcy & Insolvency

2022



PROFILED:

RICHARD H. GOLUBOW

Winthrop Golubow Hollander, LLP



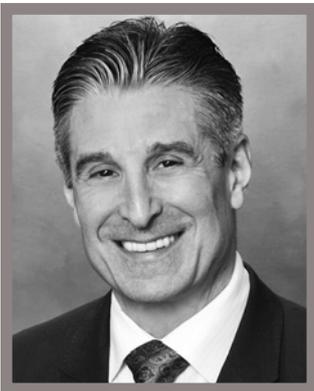
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CORPORATE RESTRUCTURING AND BANKRUPTCY

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PERSONAL BIOGRAPHY

Richard H. Golubow is a founding member and managing partner of Winthrop Golubow Hollander, LLP. Mr Golubow devotes his practice to and has extensive experience in the areas of financial restructuring, insolvency law, complex bankruptcy and business reorganisations, liquidations and litigation, out-of-court workouts, distressed asset sales, Uniform Commercial Code foreclosure sales, assignments for the benefit of creditors and receiverships. He has also been retained and designated as a bankruptcy law expert on several occasions.



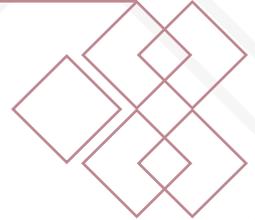
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Q&A WITH RICHARD H. GOLUBOW

**Could you provide an insight into how you approach your work? What drives and motivates you?**

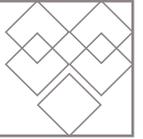
◆ The law is a means to accomplish my clients' business and personal objectives, not an end in itself. I listen to my clients and take the time to understand their business as well as their needs, to effectively provide customised, innovative, responsive and cost-effective legal solutions. Preparation is the key to victory and clients want matters to be handled swiftly and efficiently. Therefore, for every client matter, I 'front load' the case by gathering facts, conducting due diligence, performing necessary legal research, preparing a detailed case strategy and discussing the economic realities of the case with the client before engaging with the opponent. Devoting an appropriate amount of time and energy early in a case minimises legal costs and disruption of my clients' businesses and lives.

In what ways do you endeavour to support the career development of your colleagues rising through the ranks?

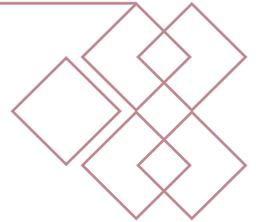
◆ We have always taken a broad view of the skills that define a successful attorney. We want our associates to excel in their core legal skills, while also learning how to develop close relationships with clients. There is a significant emphasis on being business advisers first and foremost. We provide associate attorneys with early-stage case responsibility. Associates obtain substantive work experiences early in their career because we leanly staff our matters. Associates are encouraged to take active roles with case intake, case management, strategic planning, direct client contact and court appearances. I work closely with associates and offer advice, counsel, mentorship and a safety net so that the associate can learn first-hand about

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development of a comprehensive case strategy, supervision skills, business development, and what it is like to be a partner at our firm. We pride ourselves on associates learning their craft by working side-by-side with partners.

**What strengths and characteristics do you, your team and your firm strive to demonstrate to clients?**

◆ While in college, I majored in finance and worked full-time as student government controller responsible for signing all contracts, cheques and managing a multimillion-dollar operating budget. Before attending law school, I worked for several years and ultimately ran a division of a large wholesaler in the fashion industry. My pre-law experience shaped my approach to the law – to focus on the legal solution but in the context of evaluating and resolving the business issue driving the legal issue. I place great emphasis on developing strategies and solutions based on the economics of the situation. I evaluate the value of the issue at hand, the anticipated or projected cost to obtain results, and the probability of achieving success. I staff and manage my cases to develop, implement and achieve efficient and effective strategies and advice for our clients. While the law provides a platform by which to guide clients, decisions cannot be made based on the law or economics alone. ■

**“MY PRE-LAW EXPERIENCE SHAPED MY APPROACH TO THE LAW
– TO FOCUS ON THE LEGAL SOLUTION BUT IN THE CONTEXT OF
EVALUATING AND RESOLVING THE BUSINESS ISSUE DRIVING THE
LEGAL ISSUE.”**

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**REPRESENTATIVE ENGAGEMENTS**

- ◆ Chapter 11 debtor's council in reorganisation of retail chain store that resulted in return to a profitable business and discharging millions of dollars in claims.
- ◆ Chapter 11 debtor's council in preservation/sale of multimillion-dollar real property site that resulted in reorganisation, 100 percent payment to all creditors and a distribution of millions of dollars to the debtor.
- ◆ Debtor's council in a successful out-of-court restructuring that resulted in the company's reduction of its senior secured debt by 75 percent.
- ◆ Chapter 11 debtor's council in reorganisation of \$10m real estate development project that resulted in reorganisation and 100 percent payment to all creditors.
- ◆ Chapter 11 debtor's council in reorganisation of several real estate limited partnerships that resulted in reorganisation and 100 percent payment to all creditors.
- ◆ Chapter 11 debtor's council in preservation/sale of 100-acre mussel farm facility.
- ◆ Judgment creditor representation that culminated in a dismissal of a Chapter 11 case as bad faith filing.

