



Salisian|Lee^{LLP}

BUSINESS ATTORNEYS

550 South Hope Street, Suite 750 Los Angeles, California 90071-2627
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Business-minded attorneys for success-minded businesses.





PROFILE

Business-minded attorneys for success-minded businesses.

Salisian Lee 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 and False Claims Act litigation.

Founded by managing partners Neal Salisian and Richard Lee in 2010, Salisian Lee 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 rivalled 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 Lee 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.

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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 Lee’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 Lee 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

FALSE CLAIMS ACT

Because telling the truth can be awfully lonely without us.

Nothing can feel more daunting than exposing deceit on the part of an employer, business partner, colleague, or friend. But when taxpayers are stuck with the bill for someone’s greed and lack of ethics, most of us recognize our duty as citizens to do the right thing. Under both federal and state laws, False Claims Act cases are powerful tools in making sure taxpayers are not the victims of fraud perpetrated by illegal and abusive business practices. False Claims Act cases, sometimes known as whistleblower cases, arise when an individual or business submits or causes someone else to submit a false or fraud-based claim for payment or re-payment to state or federal government agencies. This can occur in any number of industries, but the practice is particularly rampant in the medical, pharmaceutical, elder care, and financial sectors.

At Salisian Lee LLP, our False Claims Act Practice represents plaintiff whistleblowers in these types of cases to help secure, expose, and refer matters to appropriate state and federal authorities for prosecution and compensation. In this capacity, we work to combat fraud in areas including:

- Healthcare, Medicare/Medicaid & Medicare Part D Fraud
- Pharmaceutical & Biotech Fraud
- Construction, Real Estate & Procurement Fraud
- Hospital, Hospice & Emergency Room Fraud
- Banking & Financial Industry Fraud
- Defense & Civil Contracting Fraud
- Oil & Gas Contracting Fraud

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 Lee 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 Lee’s Bankruptcy Litigation 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 | Asserting reclamation claims |
| Foreclosure-related proceedings | Enforcing or contesting the assumption |
| Supporting/opposing the adequacy of disclosure | of executory contracts and leases |
| statements and the confirmation of plans of reorganization | Handling claims of landlords, creditors and investors |
| Defending objections to the priority | Obtaining confirmation of plans of reorganization |
| and the allowance of claims | Liquidating and selling of assets |
| Obtaining the appointment of trustees and examiners | Obtaining debtor-in-possession financing |
| Moving to dismiss or convert Chapter 11 cases | Implementing assignments for the benefit of creditors |
| Contesting the valuations of assets and the | Negotiating compositions |
| reorganization of securities | Managing executory contracts and leases |
| Providing post-petition financing to debtors-in-possession | Litigating avoidance actions, such as |
| Defending fraudulent conveyance and preference claims | Fraudulent transfers and preferences |
| Estimation and allowance of contingent claims | 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 Lee 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 Lee 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 |
| Sponsorship Opportunities | Industry Litigation |
| Television & Other Media Rights, | Partnership & Shareholder Disputes |
| Production & Distribution | Conflicts between Management & Agencies |
| Purchase & Sale of Assets | Royalty Accounting Actions |
| Contract Negotiations & Contract Disputes | Violations of Publishing, Mechanical & |
| Advertising & Promotions | Recording Agreements |
| Financing Deals | Failure to Distribute Actions |
| Agent Regulations & Relationship Management | Entity Dissolution Actions |
| Collective Bargaining Agreements | Licensing & Royalty Disputes |
| Sports Administrative Matters, Including Title IX, | Unauthorized Use of Name & Likeness |
| Drug Testing & NCAA Eligibility Issues | Defense & Prosecution of Libel & Slander Suits |

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Richard H. Lee PARTNER

Richard Lee is a founder and Co-Managing Partner of Salisian Lee LLP. He focuses his practice on complex business litigation, real estate matters, and general business formation and development for clients in California and beyond. With years of legal practice at large, highly-regarded international, national, and regional firms behind him, his experience spans breach of contract claims, insurance recovery work, bankruptcy proceedings, technology licensing, construction and mechanic's lien claims, unfair competition claims, and employment-related issues.



H. Han Pai PARTNER

Han Pai is a partner at Salisian Lee 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.



Neal S. Salisian PARTNER

Neal Salisian is a founder and Co-Managing Partner of Salisian Lee 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.

Glenn R. Coffman ASSOCIATE

Glenn Coffman is a litigation associate at Salisian Lee LLP. Mr. Coffman's practice is focused on representing businesses and individuals in a wide variety of disputes and related matters. Prior to joining Salisian Lee, Mr. Coffman worked at Maynard, Cooper & Gale LLP in San Francisco, California. Immediately following law school, Mr. Coffman completed a yearlong fellowship at the California Department of Justice, in the Civil Rights Enforcement Section.



Natalie Rastegari SENIOR COUNSEL

Natalie Rastegari is a senior counsel at Salisian Lee LLP. Ms. Rastegari's practice is focused on representing Southern California-based businesses and individuals in a wide variety of business and real estate matters. Ms. Rastegari has gained significant experience inside and outside of the courtroom, handling all phases of litigation and settlement negotiations, including pre-trial and jury trial practice.



Tyler E. Sanchez SENIOR ASSOCIATE

Tyler E. Sanchez is a senior litigation associate at Salisian Lee LLP. Mr Sanchez's practice is focused on representing businesses and individuals in disputes across a broad range of industries. Prior to joining Salisian Lee, 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.

