



→ David H. Sands

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David Sands is a partner and Leader of the Entertainment, Technology and Advertising Team. He is also the former Practice Leader of the Firm's Corporate Practice Group. David splits his time among the Firm's Los Angeles, Orange County, and Century City offices.

Areas of Practice

David handles major strategic and institutional transactions involving corporate finance, mergers and acquisitions and joint ventures.

David concentrates on the representation of companies involved in the media, entertainment and technologies industries and companies involved in the creation and distribution of financial products and financial services in a wide variety of key strategic transactions, including formation planning and initial capitalization, executive compensation structures, Internet and e-commerce arrangements and institutional capital transactions and other forms of equity and debt offerings (public and private), strategic alliances and partnerships, and merger and acquisitions (including take private transactions). He has extensive experience in providing counseling and providing strategic planning for the Firm's clients.

Honors

Top Entertainment Attorney, Dealmakers Impact Report, *Variety*, 2021

Top Entertainment Attorney, *Variety's* Legal Impact Report, 2017, 2019, 2021-2022

Best Lawyer in America, *Best Lawyers*, 2017-2023

Top leading Corporate/Mergers & Acquisitions (Venture Capital) Lawyer, *Chambers & Partners*, 2007-2016

"Most Influential M&A Advisors" in *Los Angeles Business Journal*, 2013

"Top Transactional Attorneys" in *Variety's* Legal Impact Report, 2013

"Game-Changing Attorneys" in *Variety's* Legal Impact Report, 2012 and 2015

Featured in *Variety's* "Dealmakers Impact Report '08." The profile covers several of his entertainment industry matters: representing Reveille owners in its sale to Shine, Cookie Jar in its purchase of DIC and a dispute with American Greetings, as well as Endemol in its acquisition of 51 Minds and Original Media.

Southern California Super Lawyer, *Super Lawyers*, 2009-2023

Mergers & Acquisitions, *Legal 500*, 2008-2012, 2014-2020, 2022

Media and Entertainment: Transactional, *Legal 500*, 2021-2022

Which Lawyer?, Corporate/M&A, Practical Law Company, 2009-2012

Articles

- Deutsche Bank Victory May Have Far-Reaching Consequences
Law360, 01.23.2014
- Strategies Leading to Successful Acquisitions
Inside the Minds: VC Portfolio Company M&A Strategies, 07.2008
- The Global Credit Crunch: A MAC?
The Material Adverse Change Clause
The Deal, 11.14.2007

Consumer Finance and Fintech Blog Posts

- "CFPB Reaches Correct Resolution On Juneteenth Disclosure Issues," August 9, 2021

Corporate & Securities Law Blog Posts

- "Does A Consumer's Exercise of a Rescission Right Mean that the Loan Is Automatically Rescinded? Perhaps Not, According to One Federal Court, If the Consumer Does Not Also File a Lawsuit for Rescission," May 20, 2014
- "When Is a Non-Binding Term Sheet or Letter of Intent Enforced as a Binding Contract?" September 13, 2013
- "Delaware Chancery Court Decisions Highlight That a "Crucial Difference" In Analyzing Director Liability For "Bad Faith" In the Context of an M&A Sales Process Is the Seriousness of the Bidder," April 23, 2013
- "Delaware and California Courts Split as to Whether a Reverse Triangular Merger Results In an Assignment By Operation of Law, Creating Potential Pitfalls for Delaware and Other Foreign Corporations Located in California," April 9, 2013
- "The Importance of Well-Crafted MAE Provisions: Sallie Mae in Courtroom Battle with J.C. Flowers-led Buyout Group", October 24, 2007
- "California Court Limits Partnership Non-Compete Agreements," June 1, 2006

Financial Institutions Law Blog Posts

- "CFPB Issues Letter on TRID Enforcement and Liability," January 11, 2016
- "The End Is In Sight? Deutsche Bank Claims Victory In Defense Of A Repurchase Claim Based Upon Statute Of Limitations," December 30, 2013
- "California Department of Corporations States That Wholesale Account Executive Who Does Not Deal With Consumers Is Not A Mortgage Loan Originator," April 24, 2012
- "Helping Families Save Their Homes Act of 2009 Imposes New and Uncertain Disclosure Requirements On Buyers and Assignees of Home Loans", May 29, 2009
- "New California Law Requires Additional Steps For Foreclosures", August 19, 2008

- "Federal Bank Agencies Publish Examples of Information to be Provided for Hybrid Mortgage Products", June 9, 2008
- "Federal Trade Commission and Federal Reserve Board Issue Proposed Rules on Risk-Based Pricing Notices", June 9, 2008
- "Federal Agencies Issue Final Rules On Fighting Identity Theft", February 15, 2008

Media Mentions

Dealmakers Impact Report
Variety, 12.04.2018

PE Firms Must Tread Lightly To Cash In On Mortgage Servicing
Law360, 04.09.2013

Dealmakers Get Busy as Banks Exit Mortgage Loan Servicing
Daily Journal, 03.28.2013

Q&A With Sheppard Mullin's David Sands
Law360, 12.13.2011

Sheppard Mullin Lands Entertainment Group
01.27.2003

Speaking Engagements

Panelist, "Building Relationships for Success," Houlihan Lokey Conference on Financial Services Industry, New York, NY, March 5, 2014

Practices

Corporate

Capital Markets

Emerging Company & Venture Capital

Joint Ventures and Strategic Alliances

Mergers and Acquisitions

Private Equity

Entertainment, Technology and Advertising

Commercial Lending and Financial Transactions

Equity Sponsor Finance

Industries

Cannabis

Emerging Company & Venture Capital
Entertainment, Technology and Advertising
Financial Services
Mortgage Banking
Music
Private Equity

Education

J.D., Boston University, 1987
B.A., Oberlin College, 1984

Admissions

California

Additional Office

Orange County