

ACADEMIC EMPLOYMENT

NORTHWESTERN UNIVERSITY PRITZKER SCHOOL OF LAW

- *Faculty – Professor of Practice* 2020 – Present
- *Faculty – Senior Lecturer* 2017 – 2020
- *Faculty – Lecturer* 2016 – 2017
- *Adjunct* 2008 – 2016
- *Courses:*
 - ◆ *Venture Capital and Early Stage Financing – JD Program / JD – MBA Program.*
 - ◆ *Clinic – Donald Pritzker Entrepreneurship Law Center – JD Program.*
 - ◆ *Advanced Contract Drafting for Entrepreneurs – JD Program / JD – MBA Program.*
 - ◆ *Bay Area Entrepreneurship Immersion – JD Program / JD – MBA Program / LLM Program.*
 - ◆ *Advanced Contracts, Practical Considerations – Power Week within MSL Program.*
 - ◆ *Advanced Contracts, Practical Considerations – Online MSL Program.*
 - ◆ *Venture Capital and Entrepreneurial Finance – MSL Program (Power Week).*
 - ◆ *Entrepreneurial Finance and Venture Capital – Online MSL Program.*
 - ◆ *LEAF – Corporations – LLM Program (taught full set of classes twice).*
- *Additional NU Courses Taught in Prior Years:*
 - ◆ *Entrepreneurship Law – JD Program / JD-MBA Program.*
 - ◆ *Business Associations – LLM Program.*
 - ◆ *NUvention Medical Innovations – JD Program.*
- *Other Initiatives within the Law School and across the University:*
 - ◆ *Served as lead moderator for panel at the 16th annual DPELC conference.*
 - ◆ *Co-authored paper published in the Stanford University business journal addressing entrepreneurial ventures started as university class projects.*
 - ◆ *Together with paper co-author, presented paper topics within various forums.*
 - ◆ *Created case study, and otherwise participated in launching, the DPELC Real Deal transactional law competition.*
 - ◆ *Assisted in cementing relationship between the DPELC and the City of Chicago, allowing DPELC faculty and students to participate in presentations within regional business centers established across the City of Chicago.*
 - ◆ *Presented to various NU law, McCormick and Kellogg classes around best practices for student entrepreneurs, including multiple NUvention classes.*
 - ◆ *Participated in regular office hours at The Garage, and actively participated in the Jumpstart! Pre-Accelerator program administered by The Garage.*
 - ◆ *Served as sole legal guest lecturer in Social Innovation course at Kellogg.*
 - ◆ *Served as coach for the Baylor “Closer” start-up law meet competition.*
 - ◆ *Assisted in updating rules and guidelines around the NU VentureCat business plan competition, and presented to prospective VentureCat teams at The Garage around business formation and founders agreements.*
 - ◆ *Participated in creating new Entrepreneurship and Venture Capital class as part of Northwestern Law’s relationship with 2U.*
 - ◆ *Part of inter-disciplinary team, including faculty from Kellogg and McCormick, creating a standardized protocol around thinking through various issues related to university entrepreneurship.*
 - ◆ *Established relationships with start-up incubators and accelerators focused on serving economically-challenged individuals such as Blue Lacuna, the Chicago Urban League, Sunshine Enterprises and the YWCA, including (i) the creation of programming including presentations, work-shops and office hours, and (ii) bringing new clients to the DPELC Clinic.*
 - ◆ *Worked with and provided mentoring to various student teams at 1871 and Matter.*
 - ◆ *Brought in various thought leaders and top entrepreneurs / VC investors from across the Chicagoland entrepreneurial community to speak to various classes and judge pitches.*
 - ◆ *Frequent assistance to students with job placement and Bar referrals, including successful assistance with placement of students with start-up companies in and around Chicago.*

- ◆ Served as a go-to resource for providing advice and assistance to Kellogg and other NU students with respect to outside start-up endeavors.
- ◆ Served as a Clinic Supervisor in the law school certification program with the United States Patent & Trademark Office.
- ◆ Served as mentor with Techstars, and in so doing assisted in bringing in certain Techstars companies as clients of the DPELC.
- ◆ Attended numerous networking events to promote the DPELC and generate interesting clients for Clinic students.
- ◆ Various alumni outreach initiatives.
- *Other Initiatives within the Law School and across the University – Previous Years:*
 - ◆ Served as judge for transactional law meet, and carried out mock negotiation in front of audience.
 - ◆ Served as coach for start-up law meet competition, including assistance to team in San Francisco that earned the first place prize.
 - ◆ Served as member of team making recommendations for the law school's new San Francisco campus.
 - ◆ Served on multiple panels at annual Transactional Law Conference in Philadelphia and elsewhere.
 - ◆ Gave a number of talks on various legal topics to the NU INVO team.
 - ◆ Selected to serve as the sole NU Law faculty participant and lecturer in the TeachX high school entrepreneurship summer immersion program.
 - ◆ Served as faculty adviser for multiple student research projects.
 - ◆ Served on the Tech Law Committee.

BUSINESS EXPERIENCE

CORPORATE ATTORNEY – SOLE PRACTITIONER; PRIVATE EQUITY

- *Where2GetIt.com, HubTran, Belly, Inventables, Others* 5/2001 – 12/2019
 - ◆ Primary legal counsel and strategy consultant to 200+ growth companies.
 - ◆ Ranked among top start-up lawyers in Chicago in various top entrepreneurship blogs.
 - ◆ Advising with respect to IP, partnerships, joint ventures, capital raising, contracts, M&A, international issues, corporate structure and various strategic initiatives.
 - ◆ One of 4 founders of Old Willow Partners, a private-equity fund based in Chicago area.

MACHINEWEB.COM INC.

- *V.P. Business Development and General Counsel* – Chicago, Illinois 2/2000 - 4/2001
 - ◆ Identified, structured, negotiated and closed numerous revenue-generating strategic alliances and partnerships with both tech companies and print media conglomerates (company is a venture capital-backed Internet metalworking machinery marketplace).
 - ◆ Structured stock option plan and managed relationship with outside legal counsel.
 - ◆ Presented business model to large institutional investors, worked closely with tier-one investment bankers and negotiated term sheets in connection with capital raises.
 - ◆ Featured on cover of Craine's Chicago Business Special Report on e-Commerce.

CORPORATE ATTORNEY

- *Goldberg, Kohn, Bell, Black, et al.* – Chicago, Illinois 5/96 - 1/2000
 - ◆ Senior Commercial Finance Associate responsible for structuring and negotiating \$100,000,000+ credit facilities and leveraged acquisitions at tier-1 commercial law firm.
 - ◆ Served as primary client contact, and managed teams of up to eight transactional associates, on over fifty commercial finance and corporate transactions.
 - ◆ Successfully restructured, and acted as sole associate in running, the Summer Associate Recruitment Program and the Finance Paralegal Department.
 - ◆ Consistently ranked by partnership at top of class during annual associate reviews.
- *Altheimer & Gray* – Chicago, Illinois 8/94 - 4/96
 - ◆ Corporate Associate responsible for negotiating various strategic partnerships, IPOs, IP transactions, mergers and acquisitions at 300+ attorney international law firm.
 - ◆ Ranked by corporate partners at top of class during annual associate reviews.

OTHER BUSINESS EXPERIENCE

- *Freelance Travel Writer* – Monthly travel contributor to Chicago Tribune.
- *Prior Positions* – Sole research assistant for both Congressman David Obey, Chairman of the Foreign Operations Subcommittee in the U.S. House of Representatives, and legal department at U.S. Agency for International Development.

EDUCATION

UCLA SCHOOL OF LAW, Los Angeles, California

Juris Doctor, May, 1994

Graduated in top 15% of class

Research Assistant; Democratic Law Society (co-founder); Moot Court Honors Program

UNIVERSITY OF PENNSYLVANIA, Philadelphia, Pennsylvania

Bachelor of Arts, International Relations, May, 1991

Magna Cum Laude; Dean's List; Honor Society for International Relations

Semester in Madrid, Spain (all classes taught in Spanish); Philadelphia Tutoring Project; Ski Team

INTERESTS

HOBBIES AND LANGUAGE: Trekking, skiing and extensive international travel; horology; conversant in Spanish