

ATTORNEYS OF THE YEAR

Now Headlining in California

When the stakes couldn't be higher, these lawyers got the call.

They handled market-moving deals and industry-shaping litigation. They achieved precedent-setting outcomes and secured hard-fought wins that enriched their clients or kept them from life prison terms. That's why these 20 lawyers have been named *The Recorder's* 2012 Attorneys of the Year.

Our winners did battle in courtrooms or boardrooms in high-

stakes, high-stress matters against formidable opponents. For many of the honorees, one blockbuster matter was hardly the only thing on their plates. They juggled a number of challenging matters at once, testing their skills in new ways.

For our fourth annual contest, we considered only California lawyers litigating cases in California courts or handling deals for California-based clients.

What they all did, though, was deliver when it mattered most.

Matt Galsor Greenberg Glusker

In 1963, B-movie producer Roger Corman gave Francis Ford Coppola his first directing job. Corman would go on to take chances on countless other soon-to-be household names, like James Cameron and Ron Howard. In the late '90s, Corman would also take a chance on a young law student named Matt Galsor.

Galsor is now entertainment chair at Greenberg Glusker Fields Claman & Machtinger in Los Angeles and counts Cameron among his many famous clients.

A little more than a decade after he landed a job with Corman, Galsor is brokering deals between studios and actors, grabbing his share of splashy headlines from entertainment trade magazines for major deals between video game companies and movie studios. In 2012, Galsor negotiated a deal between Ubisoft Entertainment and New Regency Enterprises to make the wildly popular "Assassin's Creed" game into a movie. The deal garnered so much attention *Variety* magazine named it the sixth most important of the year.

The deal, whose terms are largely confi-

dential, is unique because Ubisoft retains some creative control, Galsor says. Traditionally game makers have nothing to do with the film adaptation, making the "Assassin's Creed" deal particularly unique because of its collaborative nature, Galsor says. The deal was also unique because it was packaged to already include its star and co-producer, Michael Fassbender.

Why the novel approach? Video games remade as movies usually struggle to connect with the games' audiences, Galsor says.

"It seems that you need to somehow bring in the game people and their expertise and have their input on how this works to make sure the gamers adopt the movie," he says.



JASON DOY

Galsor hasn't always been focused on working collaboratively, though. He majored in philosophy in college, a time in which he said he spent a lot of time alone and thinking. He even contemplated pursuing a career in philosophy.

"I was weighing it for a long time," he said. "Homeless, or law school?"

— Cynthia Foster