



ROBERT A. STEINBERG, ESQ.



Mediating the Complex Business Case

Mr. Steinberg has achieved tens of millions of dollars in settlements as a full-time mediator. Previously, he was a corporate, securities and tax lawyer who handled billions of dollars in transactions and obtained tens of millions of dollars in tax refunds. Mr. Steinberg is the only full-time mediator in the State of California with a Masters in Taxation degree from New York University.

As partner-in-charge of the Los Angeles office of an international law firm, Mr. Steinberg increased annual distributable income per partner by more than \$300,000 in fewer than four years. Mr. Steinberg's partners honored him with an award for "Outstanding Teamwork and Collegiality."

Mr. Steinberg has published more than fifty articles and presented more than thirty seminars on settlement advocacy, case evaluation, negotiation strategy and tactics, and mediation. He received his undergraduate degree from the University of Michigan (Honors in English), his law degree from Duke University, and his Masters of Law (in Taxation) degree from New York University.

References

"The case has been pending for almost fourteen years...and there have been serious efforts – albeit unsuccessful – to settle the case prior to now...This was a hyper-technical case and you were able to bring to bear not only your excellent mediation skills, but your expertise and knowledge regarding tax matters - the combination which led to the successful mediation."

- *Stephen R. Toscher, Hochman, Salkin, Rettig, Toscher & Perez, P.C.*

"[G]reat job...You immediately understood the critical issues and strengths and weaknesses of both parties...[Y]ou gave my client a chance to be heard and to express his feelings about how he felt he had been treated...[Y]ou facilitated a settlement in a case I thought had no chance of settling."

- *Allen B. Grodsky, Grodsky & Olecki LLP*

"Your tax and corporate background was essential in understanding and evaluating the complex tax and partnership issues, especially those that were newly disclosed at the mediation."

- *Jason Wallach, Berger Kahn, A Law Corporation*

"Few of the attorneys I have encountered within or without [my] firm are as incisive or articulate as Bob... Bob's personality inspires trust."

- *Eric Roth, Wachtell, Lipton, Rosen & Katz*

"I highly recommend Bob as the right resource to help resolve complex business issues."

- *Rodney N. Lanthorne, President, Kyocera International, Inc.*

Areas of Expertise

- Accounting & Tax
- Antitrust
- Commercial Contract/General Business
- Eminent Domain
- Employment
- Entertainment

- Fee Dispute
- Franchises
- Healthcare
- Homeowner's Association
- Intellectual Property
- Legal Malpractice
- Partnership Dissolution
- Probate
- Professional Liability
- Real Estate
- Securities

Employment History

Robert A. Steinberg, Esq., Mediating the Complex Business Case
Principal (2002 – Present)

Davis Wright Tremaine, Los Angeles, California
Partner (1990 – 2001)

Ellingsen, Christensen & van Hall, Los Angeles, California
Partner (1988 – 1990), acquired by Davis Wright Tremaine

Spensley, Horn, Jubas & Lubitz, Los Angeles, California
Associate (1983 – 1988)

Van Camp & Johnson, Los Angeles, California
Associate (1979 – 1981)

Wyman, Bautzer, Rothman & Kuchel, Los Angeles, California
Associate (1977 – 1979)

Education

LL.M. (in Taxation), New York University, 1982

J.D., Duke University, 1977

Editorial Board, *Duke Law Journal*

First Place, Dean's Cup Moot Court Competition

A.B. (with Honors in English), University of Michigan, 1974

Memberships/Associations

Association of Business Trial Lawyers

Panel Member, United States District Court, Central District of California, Mediation Panel

Panel Member, Los Angeles Superior Court Mediation Panel

State Bar of California

Member, Toastmasters International, Central Library Club #616 (Downtown Library)