



## → David H. Sands

### Partner

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David Sands is a member of the Firm's Executive Committee and a partner in the Entertainment, Technology and Advertising Team. He is also the former Practice Leader of the Firm's Corporate and Entertainment, Technology and Advertising Practice Groups. 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*, 2017-2024

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*, 2009-2024

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

Media and Entertainment: Transactional, *Legal 500*, 2021-2023

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
- "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
- "The End Is In Sight? Deutsche Bank Claims Victory In Defense Of A Repurchase Claim Based Upon Statute Of Limitations," December 30, 2013
- "When Is a Non-Binding Term Sheet or Letter of Intent Enforced as a Binding Contract?," September 19, 2013

## 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