

Dealmakers Impact Report 2009

Dealmakers: Lawyers

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When Black entered private practice in 1990, screenwriters were still using typewriters. Today he can look back at a career that has embraced all the technical upheaval that has transformed the entertainment industry. At one point “I had the opportunity to be of service to Microsoft,” he understates. “I needed to immerse myself in the client's world.”

Black repped the software giant in its Hollywood deals. AEG Live retained him to help create a digital strategy. His negotiations on behalf of Belgium's XDC helped set 3D film standards.

His knowledge of digital sets Black apart from many entertainment lawyers. “It almost became part of my DNA to try to stay current,” he says.

Black thinks it's essential for his clients on the digital side to have someone conversant in their vocabulary to help them navigate Hollywood. “They need someone who understands both worlds,” he stresses. “And these worlds, increasingly, are beginning to intersect.”

KEY DEALS: Repped XDC deploying 3D movie projectors throughout Europe.

TOOL OF CHOICE: Blackberry

TOP CAUSE: African Kids in Need

ROLE MODEL: Philip Black, father