



## Kathryn Saft

*Partner*

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Kathryn Saft is a partner with Greenspoon Marder's Real Estate practice group. She concentrates her practice on regulatory compliance, and general transactional and complex litigation matters. Ms. Saft focuses on designing and implementing regulatory compliance programs, defending against administrative complaints and investigations and monitoring and improving corporate compliance positions. She is responsible for drafting regulatory policies and procedures, implementing licensing schemes for registration compliance, and reviewing advertising campaigns. In addition, she also handles regulatory matters as they apply to real estate, licensing, marketing and employment issues.

Ms. Saft has represented clients in connection with the acquisition and sale of commercial land matters, shopping centers, hotels and resorts and land use. She represents clients in both state and federal court and advises them in legal compliance. She defends clients before all federal regulatory bodies such as the Consumer Financial Protection Bureau, the Federal Trade Commission, and the Federal Communication Commission. She regularly responds to various state Attorney General and Division of Real Estate investigations and compliance inquiries.

In addition, she represents several leaders in the timeshare industry including largest privately-held timeshare and vacation ownership company in the U.S., handling a wide array of matters ranging from initial compliance to litigation defense under the following statutory schemes: the Telephone Consumer Protection Act, Telemarketing Sales Rule, Fair Debt Collections Act, Dodd Frank Act, all state counterparts and state timeshare statutes.

Ms. Saft regularly presents to employees and independent contractors of resorts and developer clients on training and compliance issues related to collections, telemarketing, vacation club and timeshare regulation.

In addition to her regulatory practice, she handles general complex commercial litigation matters, real estate acquisitions and closings, commercial leasing plans and licensing agreements and marketing matters. She also drafts and reviews governing documents for timeshare plans.

Ms. Saft actively works with the American Resort Development Association (ARDA), in order to review pending legislation affecting the timeshare industry nationwide and reviews proposed legislative changes as it relates to the timeshare industry.

She guides her clients through project planning, structure, regulatory, title, associations and administration of their properties, as well as advising on real estate contracts, closings, title review, and closing document preparation.

### **Court Admissions**

- U.S. District Court, Middle District of Florida
- U. S. District Court, Southern District of Florida

### **Bar Admissions**

- Florida

## Education

- J.D., University of Miami, *summa cum laude*, 2007
- B.A., Spanish and Economics, Emory University, 2004
  - Financial economics and business policy analysis, double concentration

## Practice Areas

- Real Estate
- Litigation
- Timeshare & Resort

## Industries

- Timeshare Law, Regulation and Licensing
- Telemarketing, Federal and State Compliance
- For Profit Debt Collection
- Sellers of Travel and Tour Promoters
- Consumer Trade Practices
- Sweepstakes and Prize Promotion Regulation

## Professional and Community Involvement

- Guardian ad litem, Member, 2007-2011

## Speaking Engagements

- Panel Moderator, American Resort Development Association's Spring Conference, 2023

## Recognitions and Scholarships

- *Benchmark Litigation*, Florida "Future Star", 2024
- Orlando Family Magazine "Awesome Attorney" 2023
- *Benchmark Litigation*, "Under 40 Hot List," 2018-2022
- Goodrich C. White Academic Merit Scholarship, Emory University, Recipient
- Phi Beta Kappa, Phi Sigma Iota, Omicron Delta Epsilon, and Phi Eta Sigma, Emory University, Member
- University of Miami Law Review Editorial Board, Member
- Dean's Merit Scholarship from University of Miami, Recipient
- Order of the Coif, Member

## In the News

- Featured, "Spotlight On: Kate Saft, Partner, Greenspoon Marder," *Capital Analytics Associates*, March 2020
- Featured, "People on the Move," *Orlando Sentinel*, January 24, 2017
- Quoted, "Federal Agency Probes Westgate Resorts Selling Tactics," *Orlando Sentinel*, March 18, 2016

## News

- Greenspoon Marder Recognized by Benchmark Litigation USA for 2024
- Greenspoon Marder Advises Client Westgate South Beach, LLC On \$73 Million Sale of Landmark Mid-Beach Timeshare Property

- Greenspoon Marder Represents Jacqueline Siegel on 'Queen Of Versailles' Stage Musical Adaptation
- Four Greenspoon Marder Attorneys Featured as "Awesome Attorneys" by Orlando Family Magazine
- Greenspoon Marder Partner Kathryn Saft Recognized In Benchmark Litigation's "40 Under 40" Hotlist For 2021
- Greenspoon Marder Obtains One-Of-A-Kind Order Against Major Timeshare Exit Companies On Behalf of Client, Westgate Resorts
- Westgate Las Vegas Resort Awarded Attorneys' Fees and Costs in Lawsuit Filed by Attorney Austin Aaronson
- Greenspoon Marder Obtains Default Order Against Major Timeshare Exit Companies
- Greenspoon Marder Secures Arbitration Award of \$2.8 Million On Behalf of Client Westgate Resorts
- Greenspoon Marder Shareholder Kathryn Saft Featured Speaker At Vacation Ownership Conferences
- Greenspoon Marder Supports ARDA World 2017



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