



## Leslie Jose Zigel

*Chair, Entertainment, Media & Technology Industry Group and Partner, Miami Office*

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Phone: (305) 789-2791

Fax: (305) 537-3991

leslie.zigel@gmlaw.com

600 Brickell Avenue, Suite 3600, Miami, FL, 33131

Leslie Jose Zigel is a partner and Chair of Greenspoon Marder's Entertainment, Media & Technology Industry Group. Mr. Zigel focuses on both the creative and business sides of the entertainment industries in the music, television, film and new technology sectors. His practice includes counseling clients in entertainment talent negotiations, record contracts, music and book publishing, providing outside general counsel services and assisting companies with corporate structuring, financing, operations, sales and acquisitions, trademarks, copyrights and employment advice.

Music is what ultimately drew Mr. Zigel to both his chosen profession as well as his passion project—jamming. Born to classical and opera enthusiast doctors, he fell in love with classic rock and started playing percussion, piano and saxophone at a very young age.

Graduating from University of Rochester (with an interdisciplinary degree between the liberal arts school and the Eastman School of Music) *cum laude* and relocating to New York City, he began his career at Festival Productions Inc. In addition to serving as a producer for festivals such as Newport Jazz Festival, New Orleans Jazz and Heritage Festival, and Playboy Jazz Festival, he spearheaded the launch of American Express Platinum Card's prestigious "By Invitation Only" program and served as the Marketing Director for the American Express Gold Card Events. Following a decade in the music business, he graduated *cum laude* from the University of Miami School of Law in 1995 where he served as Editor-in-Chief of UM's Inter-American Law Review.

One year following graduation, Mr. Zigel joined BMG US Latin as Director of Business and Legal Affairs and was later promoted to VP, Business and Legal Affairs for the Latin American Region. As the industry changed with the advent of digital media and online file sharing, he stood at the forefront of the progression.

In 2006, Mr. Zigel branched out with his own firm ZIGLAW. He achieved accolades such as receiving *Martindale-Hubbell's* "AV" Preeminent Rating and being named among *Billboard Magazine's* "Super Lawyers, 50 Attorneys of Note in the Music Biz, 2014." He would also receive mentions in *Bloomberg Businessweek*, *Miami Herald*, and *Rochester Review* and make multiple expert appearances on both Univision and Telemundo.

Representing artists, media companies, and executives, his current clients include numerous international pop musicians, such as Pitbull, Carlos Vives, Wisin, Mario, the Wailers and others, and business clients LMP Motors, Endemol Shine Latino, Rokk3r Fuel, Rich Music, to name a few. Notably, he has orchestrated partnerships for his clients with major soda brands, beer brands, and structured equity ownership deals with restaurant chains, vodka and sake brands. He has also worked on numerous royalty financing agreements, securitizing artists and composer royalty streams. Continuing to tenaciously expand his clients' brands, 2015 saw him become partner at Greenspoon Marder and the firm's Chair of the Entertainment, Media & Technology Industry Group.

Drawing on his passion for music and giving back to his community, Mr. Zigel actively serves on the Board of Directors for Young Musicians Unite (YMU). YMU, a non-profit founded in 2013, offers a platform for young musicians in the inner city

communities of Miami to unite and reinforce the importance of music education. With the help of supporters such as Mr. Zigel, YMU has expanded in-school free music programming into 10 additional schools in the 2020 school year, bringing their total reach to 2,500 students across 25 schools and increasing their student impact by over 52% and providing in excess of 267k hours of music education each year.

[Click here to view Mr. Zigel's Partner Spotlight.](#)

## Bar Admissions

- Florida

## Education

- J.D., University of Miami School of Law, *cum laude*, 1995
  - Editor-in-Chief, *Inter-American Law Review*
- B.A., University of Rochester, *cum laude*, 1985
  - Sociological Study of the Music Industry

## Other Languages

- Spanish

## Practice Areas

- Entertainment, Media & Technology Industry Group
- Hospitality, Alcohol & Leisure Industry Group
- Automotive
- Cannabis
- Blockchain

## Representative Clients

- Various high profile recording artists and songwriters in their dealings with record and publishing companies, endorsement deals, national and international touring, equity deals with spirits, energy, online, sound equipment and technology, credit card/debit card offerings and global restaurant franchises
- An award-winning music producer of television music for various series including the Latin American versions of *Desperate Housewives*, *Golden Girls* and *Grey's Anatomy* in Latin America
- Various high profile actors, sports and news anchors in both English and Spanish language television including winners of the non-scripted television series the *Apprentice* (NBC) and *Design Star* (HGTV), *Designed to Sell* (HGTV), *Miami Social* (Bravo), *Housewives of Miami* (Bravo), MTV/VH1 Reality Series, Spanish Telenovela stars and two former Miss Universe actresses and singers
- An award-winning Latin television producer whose credits include the Latin American versions of *Golden Girls*, *Who Wants to be A Millionaire* and *The Amazing Race*
- Outside Counsel to the largest global fitness company
- Outside Counsel to the top four non-scripted reality television format companies for US Latin and Latin American markets
- Outside Counsel for the largest all-Telenovela international cable network
- Television production companies producing live television concert series, non-scripted reality television programs, Network specials

(CBS), a PBS jazz television and radio series with numerous ancillary digital and physical product lines

- One of the foremost music business entrepreneurs in a television joint venture project on the history of recorded music with Quincy Jones and Phil Ramone
- Outside general counsel to independent record labels and publishing companies
- The US Licensee to the top Mexican Wrestling League
- Various digital distribution companies, Internet portals and Social Networking companies
- Complex corporate transactions including representation of an independent television production and distribution company's sale to a major television network, high level executive employment agreement for the company's principal and a reverse merger into a public shell of a national Emergency TV/Satellite/Internet Network
- Voice Over actor for high profile animated series
- Prominent Performing Arts centers
- Foreign concert promoters for negotiation of live concert agreements
- Live family arena shows
- Various high profile visual artists
- A concert merchandising company
- Acquisition of a large percentage of a talking doll manufacturer
- Loan facility for a newly created television network
- Preparation of numerous private placement memorandums for independent film, television and web-based projects on behalf of producers
- Negotiate on behalf of investor clients acquisition of shares in numerous media-related projects
- Major Network Music Video Channel on copyright licensing and royalty issues in Latin America
- Various high level executive employment agreements for television network presidents, Sr. VPs, EVPs and major national radio personalities

## **Professional and Community Involvement**

- University of Miami School of Law, Entertainment Law, "Entertainment Law: A Real-World Guide To The Practice," Professor, Fall 2019
- Young Musicians Unite, Board Member, 2017-Present
- University of Miami, President's Council, 2017-2019
- University of Miami School of Law, Entertainment Law, Adjunct Professor, 2019
- Phil Collins Little Dreams Foundation, Board Member, 2015-2017
- National Foundation for Advancement in the Arts, Board Member, 2005-2008
- National Academy of Recording Arts and Sciences, Board Member, 2005-2007
- Latin Entertainment Industry for City of Hope, Executive Committee Member, 2003-2005
- Florida Bar, Entertainment, Arts & Sports Law Section, Executive Counsel Member, 2003-2005
- Florida Bar, Entertainment, Art & Sports Law Section, Member, 1995-Present
- City of Miami Beach Visitor & Convention Authority Board, Board Member, 2002-2008
- National Institute of Entertainment & Media Law, Southwestern University School of Law, Advisory Board Member, 2000-Present
- ABA Forum on the Entertainment & Sports Industries, Governing Board Member,
  - Annual Meeting Planning Committee and Program Chair, 1995-1999
- ABA Forum on the Entertainment & Sports Industries Annual Meeting
  - Florida Bar Entertainment and Sports Law Conferences

- Practicing Law Institute Entertainment Law Conference

## Videos

- <http://grantcardonetv.com/video/yourrockstarbusiness/legally-cool/>

## Speaking Engagements

- Speaker, "The Author Series," NYU Journal of Intellectual Property & Entertainment Law Podcast, April 17, 2020
- Panelist, "State of the Market Discussion," Chambers Forum: New York 2019, June 20, 2019
- Speaker, "Predicting the Future of Blockchain," Blockchain Shift Conference, October 12, 2018
- Speaker, "The In's and Out's of Investing In Tech Startups to Maximum Value," Greenspoon Marder Entertainment, Media & Technology Group Quarterly Social, September 5, 2018
- Speaker, "Venture Capital and Private Equity Discussion," Angel Investing Summit, June 7, 2018
- Speaker, "How to Ensure Independent Music is Heard and Paid For?," GroundUP Music Festival, February 11, 2018
- Panelist, "Show Me The Money," Billboard Latin Music Conference, April 25, 2017
- Speaker, "The Winner for Best Music (Original Song Score) is....Beyond Simple Sync Deals," Southeast Sound: Music Law Conference, September 24, 2016
- Speaker, "Innovative Technologies Disrupting Digital Music," eMerge Americas, April 2016
- Panelist, "Presidential Campaigns, Politics, Presidential Leadership and Television: The American Odyssey," International Legal Symposium, April 2016
- Lecturer, Florida Bar Entertainment & Sport's Lawyer's Conference, March 2008, 2009, 2013 and 2014
- Lecturer, Winter Music Conference, March 2009
- Lecturer, ABA Forum on the Entertainment and Sports Industries, October 2008
- Lecturer, Billboard Latin Music Conference, April 2008
- Lecturer, University of Miami/ABA/ELI Seminar, March 2008
- Lecturer, Florida Bar Law and the Creative Industries Seminar, February 2008
- Lecturer, Florida Bar Entertainment & Sport's Lawyer's Conference, March 2006
- Lecturer, "Financial Wellness: Practical Business Advice For Music Professionals," NARAS Music Industry Summit, June 23, 2005
- Florida Bar Entertainment & Sports Lawyer's Conference, May 2003
- Billboard Latin Music Conference, May 2003
- Florida Bar Entertainment & Sports Lawyer's Conference, April 2003
- Copyright Society of the U.S.A., Mid-Winter Meeting, February 2003
- Latin Alternative Music Conference, 2002
- Forum on the Entertainment & Sports Industries, Annual Meeting, 1997, 1998, 2000, 2002
- Florida Bar Entertainment and Sports Lawyer Annual Meeting, February 2002
- United States Copyright Office International Symposium on the Effect of Technology on Copyright and Related Rights, November 2001
- University of Miami School of Law Entertainment Law Class, 1998-1999

## Television Appearances

- Featured, "My Life is a Telenovela," WE tv, October 14, 2016
- Interview in Spanish, Univision and Telemundo coverage on the Michael Jackson's estate after his death

- Interview in Spanish, Univision's "Aqui y Ahora" News Magazine Story on the Paparazzi
- Interview in Spanish, Univision's "Escandolo" News Magazine Story on Superstar Artists run-ins with the law
- Interview in Spanish, CNN en Espanol regarding the Recording Industry Association of America (RIAA) lawsuits against illegal downloaders of music

## Recognitions

- *Martindale-Hubbell*, Rated AV Preeminent®
- *U.S. News & World Report*, "Best Lawyers in America," 2006-2021
- *South Florida Legal Guide*, "Top Lawyers," 2020
- *U.S. News & World Report*, Best Lawyers in America "Lawyer of the Year," Entertainment Law, Motion Pictures and Television, 2018
- *Billboard* magazine, "The Music Industry's Top Lawyers," 2016-2019
- *South Florida's Best Lawyers*, "Top Lawyers," 2009-2014
- *Florida Trend*, "Legal Elite," 2011-2014
- *Super Lawyers* magazine, "Florida Super Lawyers," 2006-2014
- *American Registry*, "Top Attorneys In Florida," 2011, 2012, 2013, 2014
- *American Registry*, "South Florida's Top Lawyers," 2008-2014
- *Billboard* magazine/*Super Lawyers*, "50 Attorneys of Note in the Music Biz," 2014
- *American Registry*, "Florida's Top Attorneys," 2008, 2013

## Publications

- Co-Author, "EEEEEEYOOOOO!: Reflections On Protecting Pitbull's Famous Grito," *NYU Journal of Intellectual Property and Entertainment Law*, Volume 9, Number 2, April 17, 2020
- Author, "Practitioner Perspective: Is There a Legal Distinction Between an Album, a Mixtape, and a Playlist?," *Fordham Intellectual Property, Media & Entertainment Law Journal*, April 7, 2017
- Co-author, "City Council of Philadelphia Resolution declaring Jazz a Rare and Valuable City treasure and recognizing the Mellon Jazz Festival for its unique contribution to Jazz in Philadelphia," Resolution No. 1085, June 4, 1987
- "Constricting the Clave: The United States, Cuban Music, and the New World Order," *U. of Miami Inter-Am. L. Rev.* 129, October 1994
- "ABA Forum on the Entertainment and Sports Industries Annual Meeting Review," *Florida Bar Entertainment, Arts & Sports Law Newsletter*, December 1995

## In the News

- Quoted, "Miami Litigator Sues Universal Music Group, Warner Chappell for Copyright Infringement by Rapper Pop Smoke," *Daily Business Review*, November 20, 2020
- Quoted, "As Film and TV Crews Plan Return, On-Set Work May Be "Difficult Situation to Navigate," *The Hollywood Reporter*, June 12, 2020
- Featured, "Cool Careers," *Music Alive!*, May 2020
- Featured, "Meet Leslie Zigel, Attorney- Chair of a Entertainment, Media & Technology Industry Group" *LatinBiz Today*, May 2020
- Featured, "Perspective on Impact of COVID-19 on Entertainment Industry," *Law.com*, May 13, 2020
- Quoted, "That Pitbull Yell? It's Now A Trademarked Sound And You Better Not Use It," *Billboard*, April 21, 2020
- Featured, "Revealed: Billboard's 2019 Top Music Lawyers Led by BTS Counsel Debbie White of Loeb & Loeb," August 26, 2019
- Highlighted, "Unitea Founder Ketan Rahangdale and Claude Vonstroke on the App's Potential to Change the Music Industry,"

EDM.com, August 13, 2019

- Featured, "Perspectives on Blockchain and the Music Industry," *Law Journal Newsletters*, August 2019
- Featured, "Shot on Site," *Ocean Drive*, November 2018
- Quoted, "YouTube-to-MP3 Site Gives in to Music Labels' Copyright Lawsuit," *Bloomberg BNA Patent, Trademark & Copyright Journal*, September 5, 2017
- Highlighted, "Billboard Names University of Miami Law Leading Music Law School," *University of Miami School of Law*, July 18, 2017
- Highlighted, "The Leading Music Law Schools of 2017," *Billboard*, July 17, 2017
- Mentioned, "2017 Billboard Latin Music Conference Announces 'Show Me the Money!' Panel," *Billboard*, April 12, 2017
- Mentioned, "Where All In Latin Music Meet: 2017 Billboard Latin Music Conference & Awards," *The Hollywood 360*, April 6, 2017
- Mentioned, "A Defense of Pitbull: He's Worth Far More Than \$1 Million," *Orlando Sentinel*, December 28, 2016
- Quoted, "Pitbull Reveals Florida Paid Him \$1M for 'Sexy Beaches' Video To Promote Tourism," *Fox News*, December 15, 2016
- Quoted, "Cerabino: It's A Crime To Know How Much You're Paying Pitbull," *myPalmBeachPost*, December 15, 2016
- Quoted, "How Far is Pitbull Willing To Fight To Keep His Contract With Visit Florida Secret?," *Miami Herald*, December 14, 2016
- Quoted, "Florida House May Bring Pitbull-Tied Firm To Court Over Rapper's Contract To Promote State," *Politico*, December 13, 2016
- Interviewed, "Music in the Air - Stairway to Heaven," Goldman Sachs, October 4, 2016
  
- Greenspoon Marder Partner Spotlight: Leslie José Zigel
- Greenspoon Marder Client Alert: The Reality of Buying, Selling and Brokering PPE Sales.
- Day One Recap: Greenspoon Marder Innovation Summit
- Greenspoon Marder Client Alert: Music Industry Relief and the CARES Act

## News

- Greenspoon Marder Partner Spotlight: Leslie José Zigel
- Greenspoon Marder Entertainment Attorneys Serve As Lead Counsel for Billboard Latin Music Awards
- Greenspoon Marder Partner Leslie José Zigel Named To The National Law Journal's 2020 Entertainment Law Trailblazers
- Greenspoon Marder Innovation Summit Webinar Recordings
- Day One Recap: Greenspoon Marder Innovation Summit
- Greenspoon Marder Entertainment Attorneys Serve As Lead Counsel For The Critical Thinking Movie Directed By John Leguizamo
- Greenspoon Marder Partner Leslie José Zigel Featured Speaker At AMP Music Summit
- Greenspoon Marder Partner Leslie José Zigel Recognized On "Top Music Lawyers" 2020 List By Billboard
- Greenspoon Marder Entertainment Attorneys Serve As Lead Counsel For the Jimmy Carter Rock and Roll President Documentary
- Greenspoon Marder Secures Trademark for Pitbull's Signature Grito
- Greenspoon Marder Client Alert: Music Industry Relief and the CARES Act
- Greenspoon Marder Partners With Anthony Wellington And Bassology Around The World To Provide Scholarships For Students
- Greenspoon Marder Partner Leslie Jose Zigel Featured Speaker For Masterclass At GroundUP Music Festival
- Greenspoon Marder Partners With Young Musicians Unite
- Greenspoon Marder Partner Leslie Jose Zigel Joins University of Miami School of Law As Adjunct Professor Teaching Entertainment Law
- Greenspoon Marder Partner Leslie José Zigel Recognized On "Top Music Lawyers" 2019 List By Billboard
- 33 Attorneys From Greenspoon Marder Listed in the Best Lawyers in America© 2020
- Greenspoon Marder Hosts Chambers & Partners Forum In New York



- Greenspoon Marder Supports Chambers & Partners Forum in New York
- Greenspoon Marder Supports The Young Musicians Unite Annual Spring Concert
- Greenspoon Marder Partner Leslie Zigel Featured Speaker At Tax Reform Roundtable Discussion
- Greenspoon Marder Hosts The Miami Music Week: Crypto Monday Reception
- Greenspoon Marder Attorneys Selected as 2018 Legal Leaders
- Greenspoon Marder Partner Leslie José Zigel Recognized Among Billboard's 2018 Top Music Lawyers List
- Greenspoon Marder Attorneys Francis X. Suarez and Leslie José Zigel Featured Speakers at the Blockchain Shift Conference
- Greenspoon Marder and Partner Leslie Jose Zigel Announce Highly Anticipated Fifth Studio Album of Client Recording Artist Mario
- 35 Attorneys From Greenspoon Marder Listed In The Best Lawyers in America© 2019
- Greenspoon Marder Supports the Young Musicians Unite Annual Spring Concert
- Greenspoon Marder Supports the GroundUp Music Festival Featuring Partner Leslie José Zigel as Guest Speaker
- Greenspoon Marder Partners With Young Musicians Unite
- Greenspoon Marder Attorneys Receive 2018 AV Preeminent Rating By Martindale-Hubbell
- Greenspoon Marder Attorneys Receive 2017 AV Preeminent Rating By Martindale-Hubbell
- Greenspoon Marder Shareholders Michael E. Marder, Dennis D. Mele, and Leslie J. Zigel Selected as "Lawyer of the Year," by Best Lawyers® for 2018
- 34 Attorneys from Greenspoon Marder Listed in The Best Lawyers in America© 2018
- Greenspoon Marder Shareholder Leslie Jose Zigel Chosen as an Honoree for Billboard's 2017 Top Music Lawyers Report
- Greenspoon Marder Shareholder Leslie José Zigel Appointed to the University of Miami President's Council
- Greenspoon Marder Shareholder Leslie Zigel Moderated "Show Me The Money" Panel At Billboard Latin Music Conference
- Greenspoon Marder Attorneys Selected as 2016 Legal Leaders
- Greenspoon Marder Shareholder Leslie Zigel was a Featured Speaker at the 2016 Southeast Sound: Music Law Conference
- 32 Attorneys from Greenspoon Marder Listed in the Best Lawyers in America 2017
- Greenspoon Marder Attorney Leslie José Zigel Named Among "The Music Industry's Top Lawyers 2016" by Billboard Magazine
- Greenspoon Marder Attorney Leslie José Zigel Heads ABA Diversity Committee
- Greenspoon Marder Attorney Leslie José Zigel joins Little Dreams Foundation Board
- Greenspoon Marder Attorney Leslie Zigel Serves as a Keynote Speaker at eMerge Americas
- Greenspoon Marder Attorney Leslie Zigel Serves as a Panelist for International Legal Symposium
- Leslie José Zigel, Noted Entertainment Lawyer, Joins Greenspoon Marder's Fast-Growing Miami Office

## Videos

- Webinar: Necessity is the Mother of Invention – Tech Innovations Around Safety
- Building a Music Tech Startup featuring Partner Leslie Jose Zigel
- Entertainment Media & Technology Industry Group Launch
- Greenspoon Marder Entertainment, Media & Technology Industry Group Launch Party





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