

# STEPHEN E. GRAUBERGER, JD

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## PROFESSIONAL SUMMARY

Enthusiastic driven business Attorney with 14 years of visible success in the areas of Copyright, Employment, Contracts & Corporate law. Outstanding communication, client services, and relationship building skills has elevated this attorney to a collaborative partner, advocate, and advisor. Use of innovative solutions and strategies succeeded in improving performance and revenue while reducing costs. Tenacious ability to manage issues in ever-changing environment while never losing sight of priorities or deadlines. Tech savvy.

## SKILLS

- Energetic Manager & Motivator
- Expert contracts, corporate laws, copyright
- Team player, mentor & listener
- Expert negotiator of company & client interests
- Employment Law & HR expert
- Focused Experienced Attorney
- Exceptional communicator
- Expert customer relation skills
- Driven multi-tasker with vision
- Expertly prioritizes projects; meets deadlines

## WORK HISTORY

**FRANKLIN BUSINESS LAW, PLLC, Franklin, TN**  
*Owner, Managing Attorney*

**2014 – 2018**

- Train and supervise associate attorneys and staff, providing mentorship and guidance on litigation, settlement, and trial strategy
- Drive business development to meet company goals
- Advise clients regarding contracts, negotiations, and dispute resolution
- Plan and strategize with clients regarding intellectual property protection, licensing, and enforcement
- Functionally serve as outside general counsel for numerous business clients regarding all legal functions including litigation, risk mitigation, human resources, employment law issues, and corporate governance
- Advise corporate clients on policies and best business practices to reduce corporate risk and liability
- Plan and strategize with corporate clients to meet business needs and goals
- Conducted due diligence, contract preparation, and closings regarding mergers and acquisitions
- First chair trial attorney for business clients in contract disputes, copyright infringement litigation, trademark infringement litigation, employment discrimination litigation, wrongful discharge litigation, and government administrative hearings and trials
- Represent numerous clients in mediations and arbitrations
- Work with start-up businesses to protect IP, establish corporate structure, policies, and contracts, and advise regarding governmental requirements and restrictions

**GRAUBERGER, GREEN & ASSOCIATES, PLLC, Mt. Juliet, TN**  
*Owner, Managing Attorney*

**2007 – 2014**

- Lead counsel for multiple music publishers in complex copyright infringement lawsuits against *Napster, Inc., RealNetworks, Inc., Microsoft Corporation, Yahoo! Inc., and MediaNet Digital Inc.*
- Leveraged copyright expertise regarding new technologies, electronic media protection, and evolving areas of copyright law resulting in favorable settlements for clients
- Drafted and negotiated contracts, settlement agreements, multi-vendor agreements, non-disclosure agreements, indemnification/hold-harmless agreements, software licenses and internet user agreements
- Represented corporate clients in litigation involving real estate, premises/product liability, commercial negligence, contract/licensing disputes, copyright/trademark disputes, and owner disputes
- Managed and mentored office staff and associate attorneys
- Responsible for business development
- Counseled clients regarding risk mitigation and business policies/procedures

**CITY OF MT. JULIET, Mt. Juliet, TN**

**2008 – 2009**

***Municipal Court Judge***

- Presided as part-time Municipal Court Judge conducting court trials and proceedings regarding traffic and municipal code violations
- Directed attorneys, litigants, and court personnel regarding conduct, issues, and proceedings
- Knowledgeable of all relevant laws, court procedures, precedents and government regulations
- Demonstrated track record of fairness in hearings

**JOHN LOWE & ASSOCIATES, Goodlettsville, TN**

**2005 – 2007**

***Senior Associate Attorney***

- Specialized in business formation/governance/litigation and corporate collections
- Managed all facets of litigation
- Mentored and advised junior attorneys on legal matters, court procedures, and client relations
- Offered partnership in recognition of contributions to the firm

**HOLLINS & ASSOCIATES, PLLC, Nashville, TN**

**2003 — 2005**

***Associate Attorney***

- Drafted sales agreements and all closing documents for commercial real estate transactions
- Drafted documents relating to corporate formation and governance
- Assisted in drafting commercial/retail leases for private to Fortune 500 corporations
- Established litigation services for firm's transactional clientele

**BALMUR/CORUS ENTERTAINMENT, Nashville, TN / Toronto, Ontario**

**1999 — 2002**

***Director of Finance and Business Affairs***

- Directed legal functions, licensing, administration, budgeting, and accounting for U.S. division of international music entertainment company
- Drafted, negotiated, and administered all domestic and international licensing, sub-publishing, and employment contracts
- Restructured financial turn-around for the division by instituting operational/expenditure controls including personnel reductions through reallocation of roles/responsibilities
  - **Result:** Reduced division expenditures by 25% resulting in a 1-year turnaround from a \$750,000 loss of revenue to break-even
- Established fiscally-responsible corporate culture by implementing cost control and approval measures

**EDUCATION**

**Nashville School of Law – Nashville, TN**

**2004**

*Doctor of Jurisprudence*

**Middle Tennessee State University – Murfreesboro, TN**

**1990**

*Bachelor of Science, Recording Industry Management,*

*Minor – Mass Communications/Music*

**BAR ADMISSIONS**

- Admitted to Practice in Tennessee State Courts, U.S. District Court for Middle District of Tennessee, U.S. Bankruptcy Court for Middle District of Tennessee, U.S. District Court for the Eastern District of Tennessee, Sixth Circuit Court of Appeals
- Past *pro hac vice* admissions in U.S. District Courts for the Central District of California, Southern District of New York, Eastern District of Wisconsin, and Utah