

August 17, 2016

**Related Attorney(s):** Barbara M. Rubin

**Related Practice(s):** Entertainment



Glaser Weil's Entertainment Department Chair, Barbara M. Rubin, is featured by *Broadcast & Cable* magazine in its 2016 special report, "The Art of the Dealmakers," which spotlights the top agents, lawyers and managers in the television industry. Ms. Rubin is one of only nine honorees and the only private practice attorney.

In her profile, Ms. Rubin emphasizes the importance of conducting negotiations on major deal points over the phone or in person prior to receiving any paperwork. This dialogue helps to develop trust between all parties. She also highlights some of her most memorable recent deals, including structuring and negotiating complicated original series deals for E.W. Scripps and Tenga Media, and working with Machinima on the licensing and reformatting of intellectual property in connection with the digital rights to the Transformers franchise.

*Broadcasting & Cable* is a news publication dedicated to the business of television in the U.S.

To read the full article, [click here](#).