



New Real Estate Law Firm is Big News

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Real estate attorney Eli Taban, former associate at Pircher, Nichols & Meeks and in-house counsel at Jade Enterprises, has formed Big Law Partners, an alternative model law firm with full-service transactional real estate expertise. The firm offers "big law" legal counsel at a fraction of their traditional costs by reinventing traditional law firm structures and practices.

"There is a clear gap in the marketplace for expert but cost-effective legal services," said Taban. "Law firms have historically either been too expensive for middle market companies or lacked sufficient expertise and/or bandwidth to meet the transactional needs of clients. We are solving this problem by delivering what matters most to these clients, namely the services of expert lawyers, while eliminating structural elements of law firms that do not translate into superior substantive work-product, such as trophy office space and extensive non-professional staff. We are also eliminating certain customary practices of law firms that have long existed at the material expense of dismayed clients, such as billing by quarter-hour or tenth-of-an-hour increments as opposed to by the minute. As a result, we are able to deliver an unparalleled value proposition to our clients."

Taban is in the process of assembling a talented team of real estate attorneys, all with major law practice pedigrees and experienced in complex purchase and sale, financing, leasing, development, construction, and joint venture matters. Joining Taban as the Los Angeles-based alternative model law firm opens its doors are Dean Craig Walker and Herb Meyers, who together bring more than 60 years of practice experience to Big Law Partners, including significant experience at major law firms and as in-house attorneys. Taban expects to grow the firm to approximately 10 attorneys in 2014.

Taban spent the past five years at Los Angeles-based Jade Enterprises, an LA-based real estate investment company. While there, Taban was responsible for both business and legal matters, including deal sourcing, structuring, and execution. He started his legal career at Los Angeles-based Pircher, Nichols & Meeks, where he represented institutional investors and lenders in a wide range of matters, including conduit debt financing and real estate acquisitions and dispositions.

Walker has diverse real estate expertise, with particularly extensive experience representing lenders in complex financing transactions, including multi-billion dollar revolving credit facilities, inter-creditor agreements and loan workouts. His prior law firm experience includes transactional real estate work at international law firm O'Melveny & Myers LLP and national law firm Lewis Brisbois, Bisgaard & Smith LLP. Walker also has substantial in-house experience, having been in-house counsel at Washington Mutual Bank and Coast Federal Bank, where he spent 10 years rising to the position of vice president/assistant general counsel early in his career.

Meyers also has broad real estate expertise, including the representation of major owners/investors, developers and national tenants, with a particular focus on leasing, purchase & sale, and development transactions. He was formerly a senior attorney in the real estate department at Los Angeles-based Glaser, Weil, Fink, Jacobs, Howard, Avchen & Shapiro LLP and prior to that spent nine years as Of Counsel to Pircher, Nichols & Meeks. While at Glaser, Meyers helped negotiate the construction and design contracts for the 16 msf CityCenter mixed-use project in Las Vegas on behalf of MGM Mirage.

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