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Leonard Glickman* is a partner in the firm's [Business Law Group](#) where he provides transactional and [intellectual property](#) advice to clients in the entertainment, sports, fashion, food and retail industries.

Len has chaired the Media & Communication Law Sections of the Canadian Bar Association and the Ontario Bar Association and taught Entertainment and Sports Law at Queen's University for a number of years. He is a member of several industry trade associations including the Academy of Canadian Cinema and Television, the American Bar Association (ABA) Entertainment and Sports Law Forum (Chair-Elect), the ABA Section of Patent, Trademark and Copyright Law, the International Trademark Association (Member, Right of Publicity Committee), the Beverly Hills Bar Association, the Canadian Academy of Recording Arts and Sciences, the Canadian Media Production Association, the Intellectual Property Institute of Canada, the New York State Bar Association (EASL Section) and the Sports Lawyers Association. In his spare time, Len is Chair of the Toronto Center for the Arts, a performing arts center comprised of a 1727 seat Main Stage Theatre, a 1036 seat Recital Hall and a 200 seat Studio Theatre. He is the co-author of the Music Law chapter of *Entertainment Law in Canada*, published by Butterworths.

A few of Len's notable clients and transactions include:

- Counsel to Barenaked Ladies, Holly Cole, Rose Cousins, Burton Cummings, Dear Rouge, Sara Diamond, Bob Dylan, Feist, Grimes, Commander Chris Hadfield, Molly Johnson, Avril Lavigne, Corb Lund, Raine Maida (Our Lady Peace), Sarah McLachlan, Shawn Mendes, Stephan Moccio, PartyNextDoor, Serena Ryder, The Tragically Hip, A Tribe Called Red, The Weakerthans, The Weeknd, Michael Wise (The Midway State), Francesco Yates, and a number of other artists on a wide variety of matters
- Counsel to P.K. Subban of the Montreal Canadiens
- Counsel to Steve Nash and Ezra Holland and their production company Meathawk Productions
- Counsel to the BBC
- Counsel to Premiere Insurance Underwriting Services Inc., Canada's largest underwriter of Film and Television Production Insurance, with respect to Producers' Errors and Omissions Insurance matters
- Counsel to Entertainment One, Kaleidoscope Entertainment, Decode Entertainment, Pyramid Productions

and other film and television production and distribution companies

- Canadian trademark counsel to Chef Gordon Ramsay
- Canadian trademark counsel to The Arsenal Football Club
- Counsel to QVC, the US-based home shopping network
- Counsel to IMG and WME, the US-based Sports Entertainment and Media Companies and Agencies
- Counsel to the Canadian Football League
- Counsel to Roots, one of Canada's leading lifestyle brands, with respect to its worldwide trademark matters
- Intellectual property, branding and sponsorship counsel to Canada's largest home improvement retailer
- Counsel to Chanel and Montblanc with respect to anti-counterfeiting matters in Canada
- Canadian trademark counsel to numerous fashion brands and companies including Chuck Jones, Cydwoq, Fortuny, GoGo Gear, Gucci, Gym-Mark Inc. (Gymboree), Nasty Gal, One World Apparel, Outerknown, Quiksilver, Unger Fabrik and Urban Zen
- Intellectual property counsel to Capital Sports and Entertainment
- Counsel to Ben Mulroney, host of eTalk
- Counsel to Hive Management, managers of One Bad Son, Shawn Hook, Sweet Thing and Wildlife
- Counsel to Intelligent Creatures Inc. and Mavericks VFX, two of Canada's leading visual effects companies
- Counsel to Canada's Got Talent Semi-Finalists

Len is frequently asked to write for industry publications and speak at industry events and seminars. His presentations and articles include:

- Speed Mentoring, ABA Forum on the Entertainment and Sports Industries Annual Meeting, Washington, October 9, 2015
- Panellist, "How to Provide the Advice Your Clients Want and Need", Ontario Bar Association Entertainment, Communications & Media Law Section, Toronto, October 5, 2015
- Libel Law Lecture, Humber College Creative Book Publishing Program, May 27, 2015
- Moderator, "Anatomy of a Scandal: When Bad Things Happen to High Profile Individuals", Entertainment & Media Law Symposium 2015, Law Society of Upper Canada, Toronto, May 1, 2015
- Panellist, "Working with Creative Clients", ABA Forum on the Entertainment and Sports Industries 6th Annual International Legal Symposium on the World of Music, Film, Television and Sports, Miami, April 23, 2015
- Moderator, "Athletes, Teams and Leagues: IP Year in Review", ABA-IPL 30th Annual Intellectual Property

Law Conference, Bethesda, MD, March 26, 2015

- Presenter, "Court of Public Opinion - Celebrity Clients and Managing Public Perception", The Osgoode Entertainment & Sports Law Association 18th Annual Conference, Toronto, February 27, 2015
- Presenter, "Multi-Channel Networks", The Commons Institute's Entertainment Law Informer, Toronto, February 20, 2015
- Moderator, "SCANDALS, SCANDALS, SCANDALS: Morals Clauses in Celebrity Endorsement Agreements", ABA Forum on the Entertainment and Sports Industries Annual Meeting, Marina del Rey, October 10, 2014
- Moderator, "Branding, Social Media and the Music Business", The Americana Music Festival and Conference Entertainment Law Symposium, Nashville, September 19, 2014
- Libel Law Lecture, Humber College Creative Book Publishing Program, June 10, 2014
- Moderator, Yourbrandsucks.com: A Primer on Gripe Sites and How to Deal with Them, Webinar, ABA Entertainment and Sports Law Forum, June 3, 2014
- Moderator, Non-traditional Trademarks in the Entertainment and Sports Industries, ABA Intellectual Property Section Annual Meeting, Arlington, Virginia, April 4, 2014
- Speaker, Trends and Deals in the Music Industry, South Carolina Entertainment & Sports Law Symposium, Charleston, November 8, 2013
- Speaker, "Brand License Agreements: Key Terms and Conditions", South Carolina Entertainment & Sports Law Symposium, Charleston, November 8, 2013
- Speaker, "User Generated Content and Trade-mark Law", IP Osgoode UGC Symposium, October 10, 2013
- Lecturer, Contract Drafting Workshop, ABA Forum on the Entertainment and Sports Law Industries, New York, October 4, 2013
- Interviewer, Bill Daly, Deputy Commissioner of the National Hockey League, ABA Forum on the Entertainment and Sports Industries Annual Meeting, New York, October 4, 2013
- Co-Author, "Brand Protection, Trademarks and the Event That Shall Not Be Named: Event-specific Legislation and the Olympic Games", LawInSport.com, September 9, 2013
- Co-Author, "#Online Pitfalls – Effective Management of Sports Intellectual Property Rights on Social Media Platforms", LawInSport.com, September 6, 2013
- Co-Author, "Trademarks in Sports: An Overview", LawInSport.com, September 2, 2013
- Co-Author, "A Futile Quest for Compensation – Frederick Bouchat and the Baltimore Ravens Logo Controversy", LawInSport.com, June 11, 2013
- Speaker, "What's Happening in the UK: Recent Copyright Developments", Understanding Copyright Law and Reform Course, Federated Press, May 24, 2013
- Libel Law Lecture, *Humber College Creative Book Publishing Program*, May 23, 2013

- Table Topic Moderator, “When Bad Things Happen to Good Brands: Analyzing Unauthorized Product Placements”, International Trademark Association (INTA) Annual Meeting, Dallas, May 6, 2013
- Speaker, “Celebrities, Bands & Brands - Merchandising, Endorsements & Sponsorships”, ABA Forum on the Entertainment and Sports Industries Fourth Annual International Legal Symposium on the World of Music, Film, Television and Sports, Miami, May 2, 2013
- Moderator, “Sports Law: Contract Negotiation”, University of Toronto Sports and Business Association Annual Conference, March 22, 2013
- Moderator, “Anticipating the Issues: User Generated Content”: Digital Media Summit, March 19, 2013
- Speaker, “Global Eyes: Film Financing and Production Opportunities Beyond Our Borders”, 37th Annual UCLA Entertainment Symposium, Los Angeles, March 9, 2013
- Faculty, The Osgoode Certificate in Entertainment Law, “Net Profits in the Music Industry”, March 1, 2013
- Moderator, “Personality Rights & Brand Management”, Osgoode Hall Law School Entertainment and Sports Law Association Conference, February 15, 2013
- Co-Author, “Product Placement and Technology: Developments, Opportunities and Challenges”, *Entertainment and Sports Lawyer*, Spring 2012 Issue
- Co-Author, “User Generated Content: Recent Developments in Canada and the United States”, *Entertainment and Sports Lawyer*, November 2012 Issue
- Workshop Leader, “Drafting Legal Contracts for the Entertainment Industry”, 2nd Mastering Entertainment Law Course, *Federated Press*, October 16, 2012
- Speaker, “Crowdfunding and Global Soft Money Sourcing for Film and Television”, *ABA Forum on the Entertainment and Sports Industries Annual Meeting*, Las Vegas, October 6, 2012
- Moderator, “When Bad Things Happen to Good Brands”, *ABA Forum on the Entertainment and Sports Industries Annual Meeting*, Las Vegas, October 5, 2012
- Moderator, “What is the Impact of Social Media in Sports?”, *Ted Rogers Sports Conference*, Ryerson University, Toronto, September 14, 2012
- Negotiating Brand Licenses: Licensor vs. Licensee, Webinar, *ABA Forum on the Entertainment and Sports Law Industries*, June 12, 2012
- Libel Law Lecture, *Humber College Creative Book Publishing Program*, May 25, 2012
- Guest Lecturer, Sports Marketing and the Law, *Sport Marketing Concepts and Strategy course*, Ryerson University, May 15, 2012
- Table Topic Moderator, Trademarks in the Sports Industry, *International Trademark Association (INTA) Annual Meeting*, Washington, May 6, 2012
- Co-Author, When Bad Things Happen to Good Brands, *World Trademark Review*, February/March 2012
- Moderator, Product Placement: Maximizing the Brand, *ABA Forum on the Entertainment and Sports*

Industries Annual Meeting, New York, October 14, 2011

- Product Placement and Technology: Developments, Opportunities and Challenges, *Technology and Entertainment Convergence 2011: Hot Business and Legal Issues in "Technotainment"*, Practising Law Institute, San Francisco, September 21, 2011
- Product Placement and Technology: Developments, Opportunities and Challenges, *Technology and Entertainment Convergence 2011: Hot Business and Legal Issues in "Technotainment"*, Practising Law Institute, New York, September 9, 2011
- Beyond the Glitter of the Red Carpet: The Big Legal Picture in Representing Your Client in Motion Picture Development, Production, Finance and Distribution Domestically and Internationally, *American Bar Association*, Miami, April 28, 2011
- User Generated Content – The Legal Landscape, *Law Society of Upper Canada Entertainment & Media Law Symposium*, April 16, 2011
- User Generated Content: Recent Developments in Canada and the US, *4th Internet Law Course*, Federated Press, December 8, 2010
- Moderator, International Licensing: A Cross Industry Perspective, *ABA Entertainment and Sports Law Forum Annual Meeting*, Las Vegas, October 8, 2010
- Table Topic Moderator, Trademarks in the Film and Television Industries, *International Trademark Association (INTA) Annual Meeting*, Boston, May 23, 2010
- Athletes Behaving Badly: A Look at the Legal Consequences of Conduct Issues Outside the Field of Play, *Sports Lawyers Association*, April 7, 2010
- An Essential Piece: Protecting Your Intellectual Property – Creating a Strategy That's Right for You, *Cassels Brock Fashion Industry Seminar*, March 31, 2010
- User Generated Content: Recent Developments in Canada and the US, *3rd Internet Law Course*, Federated Press, December 8, 2009
- Libel Law Lecture, *Humber College Creative Book Publishing Program*, May 14, 2009
- New Trends and Best Practices in Errors and Omissions Insurance, *Law Society of Upper Canada Entertainment, Advertising and Media Law Symposium*, April 18, 2009
- Legal Aspects of Financing, Operating and Producing Films and Film Festivals, *US Sports Film Festival*, Philadelphia, October 23, 2008
- Moderator, Up North - Entertainment Projects in Canada, *Beverly Hills Bar Association*, Los Angeles, July 16, 2008
- The State of the Music Industry: 360 Deals, Alternative Deals and What Lawyers Need to Know to Protect Their Clients, *Osgoode Entertainment & Sports Law Association Conference*, March 28, 2008
- Beer, Healthcare and Anti-Counterfeiting in Canada: Two Out of Three Ain't Bad, *New York Fashion Week Seminar*, February 12, 2008

- Libel Law Lecture, *Humber College Creative Book Publishing Program*, May 24, 2007
- Bargaining in the Shadow of the Internet, *Entertainment, Advertising & Media Law Symposium*, The Law Society of Upper Canada, April 27, 2007
- The Rights Stuff, *National Screen Institute Film Exchange*, Winnipeg, February 25, 2007
- Keynote Speaker, *Queen's University Sports Industry Conference*, Kingston, February 2, 2007
- Negotiating and Drafting Sponsorship, Talent and Endorsement Deals: Tips and Traps, *Advertising and Marketing Law Conference*, The Canadian Institute, January 26, 2007
- Moderator, Breaking Into the Sports Industry, *Sports Lawyers Association Annual Conference*, June 3, 2006
- The Use of Music in Advertising, *Advertising and Marketing Law Conference*, Insight Information Co., Chicago, March 20, 2006
- Negotiating the Perfect Deal: Deal Making in the Music Industry, *Osgoode Hall Law School Entertainment & Sports Law Association Conference*, March 10, 2006
- Obtaining Copyright Clearances for Music, Photographs and other Creative Work for Use in Advertising, *Advertising and Marketing Law*, Insight Information Co., November 25, 2005
- Producers' Errors & Omission Insurance Policies, *Entertainment, Advertising & Media Law Symposium*, The Law Society of Upper Canada, April 8, 2005
- Music, Money and the Law: An Insider's Guide to the Business of Music, *The Canadian Music Publishers Association/Osgoode Hall Music Law Association Conference*, February 5, 2005
- Where's the (Extra) Money? Possibilities for Merchandising and Licensing, *7th Annual Film & Television Summit - Policy and Financing for Canadian and International Markets*, Insight Information Co., October 29, 2003
- Content Licensing, E-Business Legal Agreements, *The Law Society of Upper Canada*, September 21, 2001
- Keynote Speaker, Entertainment Lawyers and the Music Business, *Queen's Conference on the Arts and Business*, April 10, 2001
- Speaker, Managers and Lawyers Panel, *Canadian Music Week 2001 Conference*, March 30, 2001
- Trade Marks and Content Licensing on the Internet, *The 2000 Film and TV National Forum*, Insight Information Co., November 2000
- Intellectual Property Online, *IP Online Conference*, The Canadian Institute, June 26-27, 2000
- Exploiting Film and Television Programs on the Internet, *The 1999 Film and TV National Forum*, Insight Information Co., June, 1999
- Co-Author, Athlete Endorsements: An Introduction, Part 2, *Canadian Corporate Counsel Magazine*, May 1999
- Co-Author, Athlete Endorsements: An Introduction, Part 1, *Canadian Corporate Counsel Magazine*, March-April, 1999

- Trade-Mark Infringement on the Web: The Canadian Perspective, Trademarks in Cyberspace Forum, *International Trademark Association*, Toronto, October 1998
- Co-Author, Misbehaving Athletes Faced with Morals Clauses, *The Lawyers Weekly*, September 11, 1998
- Computer Software Exploitation: IP Meets IT, *Intellectual Property in the Digital Universe*, Infonex, June 22, 1998
- Moderator, Record Company Presidents Panel, *North by Northeast*, June 12, 1998
- Show Me The Money: Dollars and Sense of Merchandising, Sponsorship and Intellectual Property, *Balls, Pucks & Bucks Sports Law & Business in 1998*, Canadian Bar Association - Ontario, June 5, 1998
- Moderator, SOCAN Concert Tariff Panel, *Canadian Music Week*, March 1998
- Trade Marks and the Internet, *Canadian Business Telecommunications Alliance Conference*, September 17, 1997
- Moderator, Under the Microscope: Record Deals and Other Behind the Scenes Stuff, *North by Northeast*, June 1997
- Licensing of Intellectual Property: Music, Multimedia and the Internet: *Intellectual Property Issues for Business Agreements, A Practical Course*, Infonex, April 28, 1997
- Trade Marks and the Internet, 2001 An Internet Odyssey: The Future of Law and Business on the Internet, *Cassels Brock & Blackwell LLP*, April 1997
- Moderator, Copyright Panel, *Canadian Music Week*, Toronto, March 7, 1997
- Speaker, Entertainment Law, *International Law Career Conference*, University of Toronto, March 1997
- *On Your Marks, The Law of Domain Names*, Canadian Bar Association-Ontario, October 9, 1996
- The Business of Songwriting, Music, Money & You, *Norris-Whitney Communications Inc.*, June 1996
- Nightmare on Multimedia Street: Converting Linear Content into Multimedia Content, *Licensing Agreements in the Entertainment Industry*, The Canadian Institute, June 1996
- Moderator, The Use of Music on the Internet, *Canadian Music Week*, March 8, 1996
- Multimedia Development Agreements, *Toronto Computer Lawyers Group*, February 1996
- The Nuts and Bolts of Bits and Bytes: An In-Depth Analysis of CD-ROM Licensing, *Entertainment, Advertising and Media Law Symposium*, The Law Society of Upper Canada, February 23, 1996
- The Perils and Pratfalls of Foreign Distribution Agreements, *International Intellectual Property Protection*, The Canadian Institute, November 1995
- The Legal Aspects of Producing, Producing Theatre Commercially in Toronto, *Toronto Theatre Alliance*, November 1995
- Drafting the License: Key Provisions and Issues, *Intellectual Property in Business Transactions: A Practical*

Course, Infonex, October 16, 1995

- Intellectual Property Issues, *An Introduction to Multimedia Law and Technology*, Canadian Bar Association-Ontario, October 1995
- Developments in New Media and Multimedia, *World Film Festival Symposium, Academy of Canadian Cinema and Television*/Canadian Bar Association/World Film Festival Foundation, Montreal, August 1995
- Speaker, Recording Agreements Panel, *Canadian Music Week*, March 1995
- Developing and Distributing Multimedia Products: New Rules for New Technologies, *Intellectual Property on the Information Highway: A Practical Course*, Infonex, March 30, 1995
- The Dilemma of Digitized Property, Convergence: Implications of the Multimedia Revolution, *Continuing Legal Education*, Society of British Columbia, November 1994
- Speaker, Barenaked Ladies Case Study, *Music West Conference*, Vancouver, May 1994
- Entertainment, Education and Edutainment: Negotiating Multimedia Rights, *Multimedia Conference*, Insight, April 1994
- Drafting the License: Key Provisions and Issues, *Intellectual Property in Business Transactions: A Practical Course*, Infonex, November 22, 1993
- Guest Columnist, Canadian Chart Magazine, May, 1993
- Whether Now Known or Hereafter Devised. A Quick Look at Digital Developments in the Music Industry, *Entertainment Advertising and Media Law Symposium*, Law Society of Upper Canada, April 1993
- Record Production Agreements, *Entertainment, Advertising & Media Law Symposium*, The Law Society of Upper Canada, March 12, 1991
- The Points Spread, *Music Scene Magazine*, January/February 1988
- Bands at Every Level Require Legal Advice, *Canadian Musician Magazine*, April, 1987

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Achievements

- *Martindale-Hubbell*, BV Distinguished™ rating
- *Canadian Legal Lexpert Directory* (multiple): Entertainment
- *The Legal Media Group Guide to the World's Leading Technology, Media & Telecommunications Lawyers* (multiple)
- *Who's Who Legal: Canada 2013–2015* (Sports & Entertainment)

Call to the bar

Ontario, 1985

Associations

- American Bar Association (Chair-Elect, Entertainment and Sports Law Forum)
- American Bar Association (Section of Patent, Trademark and Copyright Law)
- Beverly Hills Bar Association
- Canadian Academy of Recording Arts and Sciences
- Canadian Bar Association (Past Chair, Media & Communication Law Sections)
- Canadian Media Production Association
- Intellectual Property Institute of Canada
- International Trademark Association
- Lawyers Cabinet of Friends of Simon Wiesenthal Center (Steering Committee)
- New York State Bar Association (Entertainment, Arts and Sports Law Section)
- Ontario Bar Association (Past Chair, Media & Communication Law Sections)
- Sports Lawyers Association

Expertise

Advertising & Marketing

Business

Communications

Copyright & Entertainment

Fashion

Intellectual Property

Sports