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National Law Journal Names Blackacre's Dan Teitelbaum A Trailblazer

LOS ANGELES – November 5, 2019 – [Dan Teitelbaum](#), a partner at real estate law firm [Blackacre LLP](#) was named among *National Law Journal's* list of [Elite Boutique Trailblazers](#).

National Law Journal says it compiles the list to spotlight a handful of individuals “that are truly agents of change,” and features for each of the honorees, examples of their “pioneer spirit, trails blazed” and “future explorations.” At just 31 years of age, Teitelbaum represents one of, if not the youngest, attorneys to have ever received this honor, and is proud to be part of a new generation of attorneys seeking to transform the legal industry to better conform with the modern demands, cultures, and values of its evolving client base.

Teitelbaum told *National Law Journal* that he saw a disconnect between what clients want and what bigger law firms provide, “...and that’s a fixed pricing model. Legal work is often adversarial between parties, but nothing is more adversarial than a lawyer who bills his client three times what is expected. I wanted to fix this but couldn’t do it in a high-overhead firm. So we went all-in on this fixed-fee model. With low overhead, we can have lower costs and predictable costs every time. It makes for a better relationship and a better career.”

Teitelbaum has broad experience representing real estate clients, placing a specific focus on commercial leasing, acquisitions, dispositions, financing and construction. In commercial leasing matters, Teitelbaum represents both national and regional landlords and tenants across virtually all asset classes.

The firm’s attorneys work directly with clients. “There is no receptionist screening calls. Being able to have daily contact, being available and just not being overleveraged give us a leg up. Because we are operating at lower costs, we can spend more of our time on matters and be more responsive,” said Teitelbaum. “Clients cannot indefinitely accept the old way of doing business. We’ve seen incredible momentum with this model.”

Blackacre LLP only practices real estate law, a practice area which Teitelbaum said lends itself to the flat fee model because much of the work has a defined scope. In barely a year’s time, Blackacre’s client list grew to include well-known clients like Guitar Center and Veggie Grill. Los Angeles creative office developer, The Luzzatto Company, Inc. has relied on Blackacre on all aspects of its 79,000 square-foot development, set to open as the new home for The Lawrence J. Ellison Institute for Transformative Medicine, which will house a cancer clinic and research laboratories under the direction of University of Southern California’s Keck School of Medicine.

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About Blackacre LLP

[Blackacre LLP](#) represents clients on a wide variety of real estate transactions, including real property acquisitions and dispositions, leases, brokerage matters, property management matters and financing. Clients include national and regional restaurants and retailers, real estate

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brokerages, investment funds and trusts, developers, syndicators and high net worth individuals.
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