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Gary Greenstein is Of Counsel in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where his practice focuses on intellectual property, licensing, and commercial transactions, with specialized expertise in the digital exploitation of intellectual property. He represents a wide range of technology companies in licensing transactions with copyright owners in the music, film and television industries.



Prior to joining Wilson Sonsini, Gary served as general counsel and corporate secretary of SoundExchange, Inc. (2005-2006) and the vice president of business and legal affairs at the Recording Industry Association of America (“RIAA”) (2001-2005). Before joining the RIAA, he was an associate in the Washington, D.C., office of Arnold & Porter (1996-2001) where he represented, among others, Universal Music Group, the RIAA, and the Office of the Commissioner of Baseball. Prior to his legal career, Gary was the director of planned giving at The Wilderness Society and a fiduciary real estate asset manager at The Boston Company.

Gary is a frequent moderator and speaker on digital media issues and has spoken at numerous entertainment industry conferences (South by Southwest, Digital Music Forum East, Digital Music Forum West, Canadian Music Week, ABA Forum on Entertainment and Sports Industries, CMJ, SanFran MusicTech Summit) and has spoken at Harvard Law School, George Washington University School of Law, Chicago-Kent School of Law, UC Hastings College of the Law, the McDonough School of Business, Georgetown University, and The Wharton School at the University of Pennsylvania.

Gary is a 1996 graduate of the George Washington University Law School, where he graduated with high honors and was a member of the Order of the Coif, the Moot Court Board, and an Articles Editor of The Environmental Lawyer. He received a BA in history from the University of Pennsylvania in 1987, where he graduated *cum laude*. Gary is licensed to practice law in the District of Columbia and California.