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## Industry Leaders on the FAME Center Advisory Board Discuss Legal Careers in Creative Industries



Cardozo's Fashion, Arts, Media & Entertainment (FAME) Law Center provides unprecedented training and development opportunities for students through unique access to companies and professionals in businesses driven by the creative process. FAME trains lawyers who understand all aspects of these multibillion-dollar global industries, including brand protection, licensing and business formation. Director Barbara Kolsun is a Cardozo alumna herself and a leading fashion attorney who served as general counsel for Kate Spade, Stuart Weitzman and 7 for All Mankind.

Members of FAME's prestigious Advisory Board offered insights on the role of the center as well as some advice for students who wish to build successful careers in these industries.



**Barbara Kolsun '82, Director of The FAME Center**

*“When Dean Leslie, Lee Sporn and I created The FAME Center, we realized that fashion is part of a bigger umbrella of key intellectual property areas including arts, media and entertainment. Through academic coursework, externships, clinics and symposia featuring industry leaders and practitioners, FAME is focused on teaching young lawyers how to counsel creative business leaders.”*



**Waleed Diab '04, Director, Global Head of Recorded Music Business Development, YouTube**

*“Today in the music industry you're seeing massive growth in revenues, driven primarily by paid subscription streaming and ad-supported services. With this return to profitability, there is renewed optimism and creativity in deal-making, leading to new and innovative opportunities such as social short-form video (e.g. TikTok, Instagram Reels and YouTube Shorts) and advancements in the creator economy. I think we'll see exciting new developments in decentralized value-exchange models such as NFTs, which offer musical artists and creators an ability to transact directly with their fans, massive growth in the creator economy (and the many ways music can be integrated there, and deeper and more interesting music opportunities in the metaverse).*

*For FAME students, try to meet as many people as you can and make sure they remember you and your capabilities. Every job I've had came through a personal connection. Focus on developing as many useful skills as possible. Think of these as tools in a tool belt. You will want to acquire the broadest set of tools you can so that when your big break comes along, you have the right tool to optimize that opportunity.”*



**Jeffrey Goldfarb '02, Executive Vice President and Board Member, G-III Apparel Group**

*“Always bet on yourself! If you are passionate and strategic, then the opportunities are endless.”*



**Sherry Jetter, Founder and Managing Partner, S Jetter Law and Cardozo Adjunct Professor**

*“The fashion industry is like a chameleon. As Andrew Bolton, Head Curator of The Costume Institute of the Metropolitan Opera, so aptly put it ‘Fashion is indelibly connected with time. It not only reflects*

*and represents the spirit of the times, but it also changes and develops with the times.’ Fashion Law, a specialized area of practice rooted in the tenets of corporate law, challenges attorneys to comprehend the business and legal nuances of a vibrant, if not vital, industry that orbits innovation, creativity, and social ideals. Students interested in a career in fashion law should take courses in the area of intellectual property and seek out externships and other job placements in a fashion company’s legal department. Writing a note for one of the law school’s journals or membership in a club or society that is fashion-related may lead to advancement. The FAME Center offers cutting-edge programs that open students up to the world of fashion as well. Networking is key. And, to broaden an understanding and to follow trends, students should familiarize themselves with relevant legal and business trade publications. Be tenacious – the doors of opportunity will open.”*



**Richard Perkal '81, CEO & Managing Partner, Firelight Capital Partners LLC**

*“The most important thing to be aware of is matching your strongest skills with the areas in which you are most passionate about. This might be easier said than done, but I find it to be the best formula for long-term success.”*



**Rosalind Lichter '82, Attorney, The Law Firm of Rosalind Lichter**

*“Try to get experience at a firm that has a broad practice to first learn how to be a lawyer. Once you have lawyering skills, find some new invention and make yourself an expert. For instance, a few years ago no one knew what the streaming deals would look like. Since so much of entertainment now includes understanding film agreements and technology, I would read the entertainment trades and look to schools like MIT to see what its lab is developing. Be flexible and instead of coming to a firm without skills, skill up on your own time.”*



**Samantha Anderson '16, Director of Legal, Art Intelligence Global**

*“Proactive outreach and networking are important in this small field. There are art law-focused conferences and membership groups that provide concentrated access to the majority of practitioners and therefore the most important thought leadership. It is also very important to stay current with new developments and cases in the relevant areas of law, like tax and customs law.*

*The art market is becoming increasingly more globally focused, with western art reaching unprecedented volume and value levels abroad. The market is also becoming less segmented, with traditional secondary market venues showing increased activity in the primary market space and online sales growing at an exponential rate across all selling venues. New categories in the market are capturing the attention of collectors, including NFTS and luxury goods.”*

Cardozo thanks the entire FAME Advisory Board for their service to the school in 2021. You can view the full list of Board Members [here](#).