



Glenn C. Etelson

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Whether he's in the courtroom or at the negotiation table, Glenn Etelson is tenacious in his efforts and methods to affect positive results for his clients. He is viewed not only as their attorney, but as a trusted advisor and partner. Many of Glenn's corporate clients rely on his strategic planning and implementation to guide their companies in significant legal disputes.

Glenn is a nationally recognized commercial litigator, focusing on complex business and corporate litigation, real estate and construction litigation, finance litigation and fiduciary (disputes involving trusts, estates, wills and probate) litigation. Glenn's forte is breaking down complex corporate and real estate disputes and working with clients to develop winning strategies. His approach is goal oriented - it's not about litigation for litigation's sake, it's about achieving a goal for the client.

A senior shareholder with Shulman Rogers, Glenn is chair of the Commercial Litigation Department, serves on the Shulman Rogers Board of Directors and is a member of the firm's Executive Committee.

Glenn has been appointed by the chief administrative judge for the Circuit Court of Montgomery County, Maryland to act as a mediator for the court. In 1995, Mr. Etelson made law in the state of Maryland, in the noted case of *Kalkreuth Roofing v. West Pointe Plaza II*, 109 Md. App. 569, 675 A.2d 715 (1995) cert. denied, 343 Md. 564, 683 A.2d 177 (1996), wherein he prevailed before the

PRACTICE AREAS

Commercial Litigation
Real Estate
Commercial Leasing
Business and Financial Services
Commercial Real Estate Transactions
Construction Contracts
Landlord/Tenant Transactions (Acquisitions and Dispositions)
Mediation Services

EDUCATION

Emory University School of Law, J.D., 1985
University of Maryland, B.A., 1982

BAR & COURT ADMISSIONS

District of Columbia
Maryland

Glenn C. Etelson (Continued)

appellate courts in a reported opinion, to change the way mechanics liens are pled in Maryland. He also made law in another reported opinion before the Appellate court, *Messina v. Krakower*, wherein the Court sided with Glenn in upholding the absolute privilege in confidentiality matters. And, he has further argued before the Court of Appeals, Maryland's Supreme Court, regarding Maryland legal policy interpreting Trust Documents.

His significant knowledge of real estate law earned Glenn an appointment by the governor of the State of Maryland to serve on a commission to rewrite the lease litigation law of the State of Maryland. Glenn was also appointed to an 8-year term by the governor of the State of Maryland to serve as a trustee of the Chesapeake Bay Trust, a multi-million dollar state-created trust dedicated to supplying grants for the rehabilitation of the Chesapeake Bay.

A frequent lecturer on litigation-related topics, he has served as an instructor with the Maryland Institute for Continuing Legal Education and The Georgetown University Law Center's Annual Advanced Commercial Leasing Institute program. He has also been a court appointed mediator for more than 20 years.

NEWS

SHULMAN ROGERS ATTORNEYS RECOGNIZED AS "LEGAL ELITE"

SEMINARS & SPEAKING ENGAGEMENTS

Instructor, Georgetown University Law Center, Continuing Legal Education Department, Advanced Institute for Commercial Leasing

Instructor, Maryland Institute for Continuing Legal Education

PROFESSIONAL & COMMUNITY AFFILIATIONS

State of Maryland Lease Litigation Law Revising Commission - appointed by governor to revise leasing law

Chesapeake Bay Trust - appointed by governor of Maryland to serve as a trustee for eight years