

# Ziffren Brittenham



Top: John Branca; from left: David Lande, David Byrnes

**Z**iffren Brittenham bills itself as the firm “where superstars go to strategize their global careers,” and given their roster of clients—and the massive deals their team has negotiated on their behalf—it’s hard to argue.

The firm boasts top movie stars, filmmakers, film studios and entertainment investors among those with whom it strategizes, but even when we limit our scope to music, the view is mightily impressive. Ziffren’s music division is helmed, of course, by **John Branca**, whose work with the **Michael Jackson Estate** is a master class in burnishing, broadening and building upon a mega-legacy, and **David Lande**, who oversaw record deals for his chartbusting clients and helped them set up some of the most gigantic tours now crisscrossing the planet.

Branca, deemed “the world’s leading music attorney” by *Marquis Who’s Who* and aptly described as the department’s paterfamilias, has sculpted the division and lovingly mentored the legal talent you’ll be reading about in a moment. As manager-executor, he has made

Michael Jackson's the most successful music estate in history, with six live shows worldwide (which have done boffo box-office and swept up multiple Tonys), a two-part movie, colossal record deals and much more.

Branca has negotiated distro deals on behalf of **Interscope**, **Rhino** and other labels and recently repped **Carlos Santana** in his pact with **Sony Music** to make Spanish-language records. He has also been a fierce advocate for the protection of music copyrights, a crucial counselor on business strategy for leading industry execs and a bulwark against litigious mischief.

Lande, a senior partner and member of Ziffren's management committee, helped negotiate album and concert deals for: **SZA**, who has the #3 recording YTD and is currently on a barnstorming stadium tour with **Kendrick Lamar**; **Beyoncé**, whose **COWBOY CARTER Tour**—in the wake of her Grammy-winning album—is one of the biggest treks in the world; **Shakira**, whose tour is expected to gross north of \$200m; **Olivia Rodrigo**, about whose blockbuster **GUTS** album and tour we have already spilled beaucoup ink but who also landed a Lande-guided **Lancôme** endorsement and **Netflix** concert film; the big comeback of **Linkin Park**; various projects for **Justin Bieber**, including a wedding gig that reportedly earned the star \$10m; and plenty more besides.

Partner **David Byrnes**, meanwhile, who also played a key legal role in Beyoncé's disruptive projects, negotiated **Travis Scott's** gargantuan **Circus Maximus** world tour and innovative **Coachella** performance. He also did the label, Coachella and **Beats** deals for **BLACKPINK** member **JENNIE** and helped set up the acclaimed **Tom Petty Heartbreakers Beach Party** doc and the posthumous **Mac Miller** album *Balloonism*.

Ziffren Brittenham also the quintessence of a deep bench, as the following confirms.



**Mitch Tenzer, Partner**

Tenzer worked on brand-extending deals for **SZA** (Super Bowl appearance, **Not Beauty** makeup line, **Ulta Beauty** endorsement deal), **Rodrigo** (the aforementioned **GUTS** tour and **Lancôme** deal as well as **AmEx** and **Stanley**), **ROSALÍA** (**Dior**, **New Balance**, **Calvin Klein**, more), **Beyoncé** (the celebrated **Netflix Beyoncé Bowl**, as well as a performance deal for *Mufasa: The Lion King*) and **Shakira** (a **Hipgnosis** asset sale, **Hard Rock** endorsement deal and **VISA** sponsorship, among others). The L.A.-based Tenzer holds degrees from **Johns Hopkins** and **Harvard Law** and serves as Vice Chairman of the Board of Trustees of **The Laurence School**.



**Kelly Vallon Ciccotti, Partner**

Ciccotti worked on Beyoncé's **COWBOY CARTER** album and tour as well as her **Levi's** endorsement deal and tour sponsorships with **Ulta Beauty**, **Marriott** and others. She also coordinated multimedia projects for **Pharrell Williams** and **Justin Bieber**, worked on **Travis Scott's** tour and **Coachella** perf, did both an **Interscope** record deal and **HomeGoods** endorsement deal for **Jennifer Hudson** and several deals for **Becky G**, including a **Garnier Fructis** endorsement pact, an **Uber Postmates** deal and a **Coachella** appearance. After getting her B.A. at **NYU**, she earned a J.D. from **USC's Gould School of Law** with a certificate in Entertainment Law; before arriving at Ziffren she worked at multiple labels including **Island Def Jam** and **Universal Motown Republic**; she also held posts at **AEG**, **CAA**, **Paradigm** and *The Colbert Report*.

# Ziffren Brittenham



**Valerie Marcus, Lawyer**

New team member Marcus' projects have included Beyoncé's Paris 2024 Olympics opening film, Shakira's *Las Mujeres Ya No Lloran* world tour, Justin Timberlake's *Forget Tomorrow* world tour, multiple deals for Jennifer Hudson (*Old Navy*, *Hallmark*, a holiday album), Travis Scott's *Oakley* deal, *Curb Records'* JV deal with *UMG* and Becky G's *Mountain Dew* Super Bowl and *Fabletics* deals. The Oberlin alumna/Yale Law grad previously served as VP of Biz & Legal at *RCA*.



**Mehreen Ahmed Chaudry, Associate**

Chaudry has worked on Shakira's gigantic *Las Mujeres Ya No Lloran* album and world tour and performance at the *Copa America* final in Miami, Justin Timberlake's *Forget Tomorrow* world tour and *Everything I Thought It Was* and *Pentatonix's* record deal with Republic. She graduated cum laude from *Pepperdine Law* with a certificate in Entertainment Law and magna cum laude from *University of Colorado* with a B.A. in International Affairs.



**Irina Volodarsky, Lawyer**

Up-and-comer Volodarsky has made vital contributions to such projects as Linkin Park's comeback, Mac Miller's *Balloonism*, *Selena Gomez* on the *Emilia Perez* soundtrack, *Weezer's* "seasons" albums and 30th anniversary "blue album" tour and *JENNIE's Ruby* album. She has also consistently worked one or more catalog sales every year. Irina, who was inspired to pursue a career in the biz by reports of Branca's deals, received her bachelor's degree from *UCLA* and her law degree from *Loyola Law School*.



**Juliette Browne, Associate**

Browne has worked on SZA's *Not Beauty* makeup line, collaboration with *True Food Kitchen* and Super Bowl performance, Beyoncé's *COWBOY CARTER* album and tour and NFL Christmas performance on Netflix and Olivia Rodrigo's *GUTS* tour and deals with *AmEx*, Stanley and *Crumbl*. She holds a B.A. in American Studies from *Georgetown*, where she minored in Sociology and Music, and got her J.D. from *USC Gould School of Law* with a Certificate in Entertainment Law. ■