



# RUTH KARFIOL GLAZER

PARTNER

ASSOCIATE, BUSINESS AND CORPORATE GROUP

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Ruth Karfiol Glazer is a corporate attorney who brings a broad range of professional experience to her role at Martin LLP. Whether guiding a client through the structuring of a joint venture, drafting a contract or negotiating an agreement, she brings both attention to detail and consensus and relationship building skills to her work.

As a corporate attorney, Ruth represents clients at several stages of their evolution. She counsels startups with respect to formation documentation, and counsels them in the seed and angel investment phases. She also advises M&A clients on both the buy and sell side with respect to asset, stock and membership interest purchase agreements.

Prior to joining Martin LLP, Ruth served as Strategic Counsel for Credit Suisse. In that role she addressed both the bank's business experience and its legal/regulatory operations. She helped lead the bank's strategic management function and developed both contracts and policies for the bank's day-to-day operations.

Because she brings to her work at Martin LLP a wide variety of professional experience on both the client and the firm side, Ruth has a capability to steer stakeholders through complex and sensitive situations. She believes parties often get stuck in impasses and do not realize how close to agreement they actually are. She assesses various points of view, finds common ground, connects and ultimately, gets the deal done.

Ruth listens carefully to her clients and maps out routes to their goals that leverage their strengths, minimizes their weaknesses and when necessary, seeks and applies creative, often wide-ranging solutions. As an example, in a corporate counsel role, she effectively crafted a workable resolution to a dysfunctional contractual relationship that had been in place for almost two decades. This included a credit facility, mergers, acquisitions and IPOs, strategic partnerships, licensing and joint venture agreements, and restructuring to drive efficiency.

In her spare time, Ruth is an avid traveler with her family, and enjoys swimming, playing tennis, and acting in community theater. Ruth is a member of the League of Women's Voters and works with the Anti-Defamation League in Weston and Westport.

## EDUCATION

- >> Columbia University School of Law, J.D., 1992
- >> Columbia College, Columbia University, B.A., 1988