



SPEAKER PROFILE

WILL DOWNS

Commercial Real Estate & Litigation Attorney

Will is the founding partner of Downs Law, a successful commercial real estate litigation firm located in Atlanta, Georgia. Founded in 2013 with a desire to offer clients quality legal services in a more personal and thoughtful manner, Will has grown Downs Law's clients from a handful to hundreds. While his boutique litigation firm primarily focuses on commercial real estate, Will also has extensive experience litigating issues involving property damage, construction, commercial properties, collections, landlord/tenant law, and homeowners' associations. Additionally, the firm creates, facilitates and negotiates various business deals and documentation, including leases, personal guaranties, deeds, operating agreements, security agreements and other transaction documents.

Will is a dynamic speaker who brings his humor, curiosity, and deep experience to his subject matter. His audiences appreciate his desire to help solve (often complex!) problems, as well as his ability to explain complicated legal subjects in layman's terms. Will works hard to engage his audiences and always leaves them with actionable items to apply in their own businesses and life.

BIO

Will is originally from West Point, Georgia. After completing a journalism degree from The University of Georgia and working for several years in Atlanta at CNN/Sports Illustrated, he decided to switch gears and attend law school, obtaining his J.D. from Vanderbilt University.

Beyond his time spent at the firm, Will contributes to the greater Atlanta community by serving on the **State Bar of Georgia's Access to Justice Committee** and on the **ACLU of Georgia's Legal Committee**. He volunteers his time with the **Georgia Innocence Project** and has been a member of the **Lawyer's Club of Atlanta**, the **Atlanta Bar Association**, and the **Dekalb County Bar Association**.

TOPICS INCLUDE (but are not limited to)



The Ultimate Guide to
Commercial Real Estate Law



Combating 'Rambo' Litigators



Collection Law: A Primer



Read Before You Sign!
Top Ten Construction
Contract Considerations



Litigation Strategy: How to
Negotiate with **Anyone**



Leasing Strategies,
Collections and Problem
Tenants – Best Practices
for Commercial Landlords

