



Law Offices of San San Lee

“A prudent question is
one-half of **wisdom.**”

Sir Francis Bacon

San San Law is a multifaceted law firm that eschews the hierarchy and layers often associated with more traditional firms. Able to provide its clients with both expert legal advice and strategic analysis of legal issues in a business context, San San Law prides itself on its straightforward, no-nonsense approach. Through the expertise of its founder, San San Lee, the firm has evolved into a resource that specializes in both hospitality and real estate, and that also functions as a cross-cultural specialist in U.S.-Asia relations.

“San San Law is an extremely appealing alternative to traditional law firms.”

Matthew Coe
Vice President-Development
and Associate General Counsel,
Hyatt International-Asia
Pacific, Limited

“San San Law has a
laser beam
quality of cutting
to the chase.”

Rebecca Huetter, Vice President,
Sales and Marketing, Oceana Hotel Group

laser beam: an intense
beam of coherent light

Core Values

At San San Law, each client's needs are anticipated — and met — in a highly individualized way. Acutely aware of factors like personal workstyles, corporate demands and transactional expectations, San San Law actively manages its client relationships with a rare blend of discernment and responsiveness. Quick to assess a situation and understand its subtleties, the firm keeps its approach simple and efficient, finding solutions that are both resourceful and creative.

“When I first met San San, she was working on behalf of the buyer and I was the seller. I was so impressed, it was just natural that we retain her services once the deal was done.”

Joe Lupica
President and Chief
Executive Officer,
Celestron Acquisition, LLC

“San San Law can deal
with many **diverse**
scenarios which often
have cultural overtones.”

Naomi Farley, Broker/Owner, The Farley Group

diverse: capable of assuming
various and different forms

Multiculturalism

San San Law is well-versed in both Chinese and Japanese cultural and business practices, allowing it to navigate companies from these countries through the American business landscape with agility — and to prepare U.S. companies to do the same in Asia.

In this new multicultural environment, San San Law’s skills include spanning the communication gap between cultures with regard to laws, regulations and business practices.

“San San bridges the cultural divide for her clients very quickly and extremely effectively. She keeps her clients from misinterpreting the personal elements so one can focus efficiently on the deal.”

Joe Lupica
President and Chief
Executive Officer,
Celestron Acquisition, LLC

“There is a very tenacious
advocate underneath
the thoughtful, open and
friendly exterior.”

Michael Shindler, Former Senior Vice President, Development,
Hyatt International Corporation

advocate: one who
pleads another's cause

It is, however, the firm's innate understanding of the deeper cultural divide — social customs, pacing and personalities — that allows it to act as a cross-cultural facilitator. In this way, San San Law helps keep clients focused on the deal rather than on the often-confusing social elements that can be a fundamental part of this type of business experience.

Foundation

Founder San San Lee was born in Taiwan and raised in Japan and the United States. Fluent in Mandarin, Japanese and English, her own multicultural integration is an

“She’s a wise soul, who serves me by assisting me in seeing things from a different, more productive and positive perspective.”

Rebecca Huetter
Vice President, Sales and Marketing,
Oceana Hotel Group

listen: to make a
conscious effort to hear

“Smart, sensitive and
listens well. Not
many lawyers possess
all three traits. San San
is an exception.”

Naomi Farley, Broker/Owner, The Farley Group

essential component of her law practice — and a valuable asset to her clients. Referred to by clients as their “secret weapon,” San San works well under pressure and always gets the job done, often in unexpected and innovative ways.

San San has worked extensively in Tokyo, Singapore and Hong Kong. She is an avid public speaker on issues related to diversity and cultural expectations in attorney-client relationships and negotiations.

“San San’s work ethic is second to none. And, having been a client herself, she can act interchangeably with me and anticipates what I’m thinking.”

Michael Shindler
Former Senior Vice
President, Development,
Hyatt International Corporation

“San San Lee is daunting
when necessary and a
diplomat when
needed.”

Joe Chatham, President, Chatham Street Mortgage Services

diplomat: person skilled in dealing
with other people; a tactful person

Each year she makes time to speak on these subjects at State Bar meetings that are attended by fellow lawyers seeking to fulfill important continuing education requirements. She has also spoken on hospitality issues, specifically as they relate to the challenges encountered by hotel management companies providing management services abroad.

San San attended Claremont McKenna College and UCLA School of Law.

“With a background as in-house counsel for major hotel firms, she brings a certain confident sensibility that imbues her recommendations with just that much more effectiveness.”

Matthew Coe
Vice President–Development
and Associate General Counsel,
Hyatt International–Asia
Pacific, Limited

Representative List of Clients

Celestron Acquisition, LLC

Global Hyatt Corporation

Kitsch'n Glam

Oceana Hotel Group

Select Hotels Group, LLC

Solar Link International, Inc.

Accreditations and Affiliations

Board Member, Lambda Alpha (LA Chapter)

Vice Chair, International Law Section Executive

Committee of the California Bar (2006–2007)

Executive Committee Member, Claremont

Alumni Network (CAN)

Advisory Board Member, First Choice Bank

Speaker, State Bar Organization Meetings

Published Articles

“Threats of Terrorism: Practical Implications for Day-to-Day Hospitality Operations,” *Probate and Property*, September/October 2002, Volume 16, Number 5 (co-authored with Stephen C. Barth).

“The Impact of 9/11 on the Hospitality Industry,” *Hospitality Business Review*, 2002, Volume 4, Number 2 (co-authored with Stephen C. Barth).

“When Hotel Owners Are at Risk,” *The Real Estate Journal*, Winter 2003 (co-authored with Ann M. Saegert).

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