



Phyllis Shuster

Chief TI (Team Intelligence) Officer and Executive Legal
Managing Director of SeedJura Group

Co-Founder of SeedJura Group LLC

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Phyllis leads the team at SeedJura.circle, taking charge of managing and supervising SeedJura TI Group's extensive network of law firms, lawyers, consultants, and other vendors. Her primary objective is to ensure that they derive the utmost advantage from the SeedJura platforms, receiving optimal support and training. Phyllis plays a pivotal role in expanding the membership of the SeedJura TI Group, fostering the development of a diverse and proficient community capable of delivering comprehensive business and legal services. Through our innovative SOW and SeedJura Legal Products platforms, Phyllis drives the provision of cutting-edge solutions for both companies and individuals.

LEGAL EXPERIENCE

Phyllis draws her experience from over 40 years working with large and medium-sized companies in a variety of industries, both as in-house counsel and outside corporate counsel. A few examples are: Options Clearing Corporation, Philips Electronics North America, Fractl (digital content marketing agency), MasTec (multinational infrastructure engineering and construction company), and many other global and small companies. She worked in medium-sized firms and was a Senior Counsel at Holland & Knight LLP before starting her own law firm.

Over the course of her legal career, Phyllis has:

- ❖ Represented clients as corporate and commercial counsel, providing extensive business and commercial real estate transactional legal services to multinational, national and regional clients.
- ❖ Acted as outsourced general counsel to corporate clients and transactional counsel on purchases, sales and leasing of commercial real estate, including office, warehouse and retail shopping centers.
- ❖ Located, managed and overseen local counsel providing services to her corporate clients.
- ❖ Successfully completed substantial corporate mergers and acquisitions.
- ❖ Supported real estate transactions as lead counsel for related asset purchases and sales, limited liability companies and other entity formations.
- ❖ Structured contracts and provided expertise in negotiation of real estate acquisitions and dispositions.
- ❖ Represented many companies in start-up and day-to-day commercial transactions.
- ❖ Provided senior management with legal advice on international commercial transactions, manufacturer's representatives and distributor arrangements, procurement of raw materials, commercial sales office and warehouse leases, equipment leasing, service agreements and



independent contractor arrangements, non-disclosure and licensing issues and employment agreements.

BUSINESS EXPERIENCE AND EDUCATION

Phyllis has consistently provided invaluable assistance to businesses grappling with the complex task of selecting, engaging, and managing legal resources while operating within tight budgets. Drawing from her extensive experience as a lawyer in a range of law firms, spanning from large corporations to smaller establishments, Phyllis has gained firsthand insight into the challenges faced by legal professionals when delivering services that align with clients' business objectives while adhering to the frameworks and regulations of their respective law firms.

With her prior experience in managing multiple law firms, Phyllis brings a wealth of knowledge and expertise to her role as a co-founder of SeedJura. Having been intricately involved in the operations of law firms, she possesses a deep understanding of the intricacies involved in establishing and maintaining a successful legal practice. This valuable insight enables Phyllis to make informed decisions and implement effective strategies that contribute to the overall success and growth of SeedJura.

Alongside her extensive legal background, Phyllis has made significant contributions to the education of future lawyers over several years. She served as an adjunct law professor at Nova Southeastern University School of Law, where she played an integral role in shaping the knowledge and skills of second-year law students. In her capacity as a professor, Phyllis focused on teaching Lawyering Skills and Values, which encompassed vital areas such as contract drafting, negotiation, client counseling skills, and ethical obligations. Through her dedication to teaching, Phyllis has positively impacted the development of numerous aspiring legal professionals, equipping them with the necessary tools to navigate their legal careers successfully.

"There is a wide gap between clients' needs and how legal services are being provided in today's world. It doesn't matter if you are the clients, lawyers or law firms, no one seems to be happy with legal services. We need to stop this vicious cycle! It is time to do something different," said Phyllis.

BACKGROUND INFO

Phyllis hails from Long Island, New York, where she spent her formative years. She pursued her undergraduate studies at Cornell University in Ithaca, NY, earning a Bachelor of Science degree in Industrial and Labor Relations. Following her time at Cornell, Phyllis furthered her education at DePaul University College of Law in Chicago, Illinois, where she obtained her law degree.

Phyllis embarked on her legal career in Chicago, practicing corporate law and gaining valuable experience as in-house corporate counsel. Eventually, she made the decision to relocate to Florida and became a member of the Florida Bar, solidifying her professional presence in the state.

Aside from her professional accomplishments, Phyllis finds joy in her personal life. She is the proud mother of an amazing and creative daughter and also has the privilege of being a doting grandmother to an adorable infant grandson. Phyllis cherishes her wonderful extended family, who bring her much happiness.

In her leisure time, Phyllis indulges in her passions for travel, exploring art museums, immersing herself in theater performances, and enjoying various genres of music. These activities fuel her spirit and add richness to her life beyond the legal realm.