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A Conversation with *Entertainment Fixers*

BLANK ROME'S KRISTINA ROYCE & MARY CRAIG CALKINS

When it comes to LA's entertainment industry, **Blank Rome** partners **Mary Craig Calkins** and **Kristina Royce** are powerhouse attorneys who work tirelessly and creatively to protect their clients' considerable assets.

While Royce and Calkins focus on vastly different practice areas, they are both known for their prowess at assuring their clients are covered from every angle. Calkins handles insurance recovery and Royce focuses on matrimonial and family law. Each represents high-profile clients in the entertainment industry, from major production companies, to actors, directors, producers, and writers. Large numbers are at stake. Both work to insure the overall financial wellbeing of their clients, today and in the future.

Over her 35-year legal career, Calkins has recovered hundreds of millions of dollars and facilitated settlements for some of the most complicated liability issues for production companies, studios,

and individuals. Her experience extends into intellectual property claims, securities, cyber liabilities, labor and employment claims, and more.

"Major productions can shut down for any number of reasons," says Calkins. "From hurricanes, to floods, injuries, and illness—not to mention the experience we've all had with COVID-19. My job is to protect my clients against loss."

Down the hall, Royce advises her often public-figure clients in complex financial and custody matters and negotiates pre-nuptial and post-nuptial agreements. In the entertainment industry that means protecting royalties, brand franchises, and intellectual property interests, as well as financial analyses of family-owned businesses, valuations, and configuring support cash flow. With a strong financial background and more than two decades in family law, Royce has earned a reputation as a problem solver who wins difficult cases.

Both Calkins and Royce were drawn to their respective practices for their inherent challenges and

complexities. "Insurance recovery law is complicated," says Calkins. "It's like playing 3D chess." Royce says, "I chose family law because I wanted to represent people, not corporations. Every case is different. I love the puzzle of it." Both practices involve peeling back layers to reveal and resolve underlying issues. And both attorneys are adept at seeing around corners; focusing not only on current assets but potential future value.

Their success stems from their deep commitment to achieving their clients' goals, protecting them from surprises, and a knack for settling cases outside of the courtroom where there is often more control over the outcome.

"For me, steadfast discretion and keen attention to detail are key to earning my clients' trust," says Royce.

Calkins adds, "Personal relationships on both sides of the negotiating table are critical. I'm tenacious and drive a hard line, but I'm reasonable."