



Mark S. Hanna

Partner

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Mark serves as a fierce advocate and legal advisor on behalf of musicians and manufacturers of musical instruments in a broad array of legal issues, nationwide. On their behalf, Mark aggressively litigates intellectual property and commercial disputes, relying on nearly 25 years of first-chair trial experience and appellate advocacy.

In addition to his litigation practice, manufacturers of guitars and other musical instruments rely on Mark to serve as de facto outside general counsel. In this capacity, he provides strategic legal advice informed by deep knowledge of the business. He frequently guides his clients through major transactions and advises on legal issues as diverse as employment matters and international trademark protection. He is adept at problem solving and in finding ways to minimize litigation exposure. Mark also regularly represents world-famous artists in licensing and transactional matters.

In addition to his music industry practice, Mark has significant experience representing insurance companies in high-stakes, complex fraud and coverage matters in which he has obtained declaratory relief for his clients by motion practice. He also leverages his experience as a former Assistant Hudson County Prosecutor in defending individuals and corporations under investigation and in white-collar defense cases.

Services

- Entertainment & Sports Law
- Intellectual Property
- Litigation
- IP Litigation

Representative Matters

- Achieved favorable verdicts in numerous jury and non-jury trials.
- After vigorous cross-examination at trial of the opposing party's five expert witnesses, settled a complex professional liability case for one quarter of the original demand.
- Without costly and risky litigation, resolved a complex, multiparty dispute between a musical instrument manufacturer and two distributors in a foreign country. Devised a winning strategy of bringing in a new distributor, who bought the inventory and made the conflicting parties whole.
- Obtained a partial dismissal of commodities fraud claims against a forex dealer in a complex case involving a multimillion-dollar exposure.
- Secured summary judgment on behalf of an insurance company in a coverage matter and an order declaring that the insurer was not obligated to defend or indemnify the insured.

- Negotiated and obtained a license from an internationally known rock musician so that an acclaimed guitarist could use a sample of his music.
- On behalf of a world-renowned recording artist and author, negotiated and drafted an artist endorsement agreement with an international musical equipment manufacturer.
- Overcame numerous intellectual property hurdles in negotiating and drafting an artist endorsement agreement for a guitar manufacturer with a guitarist from one of the highest-grossing hard rock acts in history. The deal resulted in considerable publicity and will generate significant profits.
- On behalf of a highly ranked musical instrument manufacturer, negotiated and drafted a commercial property lease agreement worth over \$25 million for its office and warehouse location.

**Results may vary depending on your particular facts and legal circumstances.*

Before Fox Rothschild

Mark joined us from a boutique law firm where he was a litigator. He previously practiced at other boutique and regional firms. Mark also litigated in Hudson County, NJ as an Assistant County Prosecutor and completed a clerkship for the Honorable Paul DePascale of the New Jersey Superior Court.

While earning his law degree, Mark was Treasurer and Fundraising Chair of the Entertainment & Sports Law Society.

Beyond Fox Rothschild

Mark is a professional jazz and rock guitarist who has been recording, performing and teaching for 30 years.

Bar Admissions

- New Jersey
- New York

Court Admissions

- U.S. District Court, District of New Jersey

Education

- Rutgers Law School (J.D., 2003)
- Lehigh University (B.A., *with honors*, 2000)

Memberships

- New Jersey State Bar Association
- Morris County Bar Association
- Supreme Court District XB Ethics Committee of the New Jersey Office of Attorney Ethics, 2013-2017
- Supreme Court District VI Ethics Committee of the New Jersey Office of Attorney Ethics, 2009-2013
- Hudson County Bar Association
- Hudson County Inn of Court

Honors & Awards

- **Selected to the "Super Lawyers" list in New Jersey (2023-2025)** *This award is conferred by Thomson Reuters. A description of the selection methodology is [available here](#). No aspect of this advertisement has been approved by the Supreme Court of New Jersey.*
- **Selected to the "Super Lawyers - Rising Stars" list in New Jersey (2018)** *This award is conferred by Thomson Reuters. A description of the selection methodology is [available here](#). No aspect of this advertisement has been approved by the Supreme Court of New Jersey.*