

JEFFREY BRILL

SKADDEN, ARPS, SLATE, MEAGHER & FLOM LLP



Title: Partner
Company: Skadden, Arps, Slate, Meagher & Flom
Age: 39
Years with company: 13

At 39, **Jeffrey Brill** is one of the youngest senior lawyers in the New York office of **Skadden, Arps, Slate, Meagher & Flom**. But when this fan of indie music checks out the acts in Manhattan clubs, he usually is one of the older people in the audience.

"It's fun to be able to connect with older and younger people. I enjoy talking to younger people about music, and I like learning from individuals who are older than me," said Brill, who is one of **Citigroup's** primary contacts at Skadden Arps.

Since 2005, the New York native has advised Citi on many transactions. He advised the company and its **Primerica**, North America's largest independent financial services marketing company, on the subsidiary's 2010 restructuring and initial public offering and the sale of a significant equity stake to **Warburg Pincus**.

"At one point, Primerica was a key building block for Citigroup, but by the late 2000s, it just didn't fit. We put together an extremely complicated deal, and it's been successful. Primerica's stock is up approximately 70%. This deal is a good example of everyone working together and being pleased with the outcome at the end of the day," Brill said. "It is especially rewarding because at times this deal was very challenging with an uncertain outcome."

One of the hardest parts of the deal was attracting investors to the banking sector in 2009. The transaction was structured as an IPO bolstered by an anchor investment by Warburg Pincus at a time when private-equity firms were just beginning to get comfortable with investing in financial services companies. In the end, Citi sold \$370 million of Primerica shares, which rose 31% the first day of trading, along with the \$230 million that was sold to Warburg Pincus.

Before this deal, Brill worked with Citi on the \$900 million sale of CitiStreet to **ING Group**; the \$680 million acquisition of Automated Trading Desk; and the \$11.5 billion sale of Travelers Insurance, Travelers Life & Annuity and other insurance businesses to **MetLife**.

Additionally, Brill advised XM Satellite Radio on its \$13 billion merger with Sirius Satellite Radio. Other clients have included **Abercrombie & Fitch**, **UnitedHealth Group** and **Mars Inc.**

He received his law degree from Cornell University in 1998 and interned for Skadden Arps —**Danielle Fugazy**

Skadden

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