FREEDMAN + TAITELMAN, LLP Bryan J. Freedman (State Bar No. 151990) E-mail: bfreedman@ftllp.com Sherri R. Carter, Executive Officer/Clerk Brian E. Turnauer (State Bar No. 214768) E-mail: bturnauer@ftllp.com By Donlite Fowler, Deputy Sean M. Hardy (State Bar No. 266466) E-mail: smhardy@ftllp.com 4 1901 Avenue of the Stars, Suite 500 Los Angeles, California 90067 Telephone: (310) 201-0005 Facsimile: (310) 201-0045 6 Attorneys for Defendant and Cross-Complainant, UNITED TALENT AGENCY, LLC and Defendants GREGORY CAVIC and GREGORY MCKNIGHT 8 9 10 SUPERIOR COURT OF THE STATE OF CALIFORNIA FOR THE COUNTY OF LOS ANGELES 11 12 CREATIVE ARTISTS AGENCY, LLC, a Case No. SC123994 13 Related to Case Nos. SS026111 Delaware limited liability company 14 Plaintiff. 15 [Assigned to Hon. Lisa Hart Cole, Dept. 0] VS. Unlimited Civil Case 16 Amount in excess of \$25,000 UNITED TALENT AGENCY, LLC, a Delaware limited liability company; GREGORY CAVIC, an individual; GREGORY MCKNIGHT, an individual; and 17 **DEFENDANTS' ANSWER TO** PLAINTIFF'S SECOND AMENDED 18 DOES 1 to 50, inclusive, **COMPLAINT** 19 Defendants. Action filed: April 2, 2015 20 Trial Date: December 12, 2016 FSC Date: December 9, 2016 21 22 23 24 25 26 27

ANSWER TO SECOND AMENDED COMPLAINT

Defendant and Cross-Complainant United Talent Agency, LLC ("UTA") and Defendants Gregory Cavic ("Cavic") and Gregory McKnight ("McKnight") (collectively, "Defendants") hereby answer, for themselves alone and no others, the Second Amended Complaint (the "SAC") filed by Plaintiff Creative Artists Agency, LLC ("CAA"):

#### GENERAL DENIAL

Pursuant to California Code of Civil Procedure § 431.30, Defendants generally deny each and every allegation of the SAC and further deny that CAA is entitled to any relief whatsoever as against Defendants or that CAA has been damaged as alleged, or in any other sum or sums, or at all.

In addition to, and without waiver of, their denial of the material allegations set forth in the SAC, Defendants allege the following separate and distinct affirmative defenses:

### SUMMARY ALLEGATIONS

- 1. Forget the days of Michael Ovitz and "The Art of War." CAA has a new company handbook: "The Art of Whining." CAA filed this petulant lawsuit in the heat of emotion, without having its facts straight, and ultimately without any evidence to support its claims. It is absurd that CAA would continue to prosecute this action against Defendants, given that the talent agents at issue in this matter had the unqualified right to terminate their services with CAA at any time and that Defendants simply adhered to the lawful, time-honored customs and practices in the talent agency industry and fair competition. This lawsuit is particularly appalling in that CAA is complaining that Defendants purportedly engaged in conduct that CAA has itself employed and perfected over the last 20 years. While Defendants vigorously dispute CAA's allegations, and that that they engaged in any wrongful or unlawful conduct, Defendants allege the following facts.
- 2. For years, CAA's modus operandi with respect to recruiting prospective agents has been simple target, stalk and secretly meet with agents from competing agencies with the intention of "poaching" them, despite knowing that these agents are subject to written partnership agreements with their employer agencies and contractual and/or other legal restrictions, including fiduciary duties to their current employers. CAA's President, Richard Lovett, is the architect behind the specific process in which CAA targets these agents and lures them away from their current

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employer. CAA's well-tested practice has included creating and assigning code names for the targeted agents so that no one but a few key CAA senior executives, including but not limited to, Mr. Lovett, Michael Rubel, Bryan Lourd and Kevin Huvane, are aware of CAA's attempts to poach these agents from their current employers.

- CAA vaguely alleges, without any supporting evidence, that Defendants somehow 3. engaged in corporate intrigue to convince CAA's employees and clients to move to UTA. Again, allegations that UTA vigorously disputes and a practice that CAA has mastered over the years. In reality, Defendants simply abided by the lawful, well-established customs and practices of the talent agency industry, while it has been CAA that has continued to engage in deceptive and actionable wrongdoing. In fact, Mr. Lovett's pattern and practice of covertly hiring agents under contractual restrictions and fiduciary obligations has included CAA renting rooms at the Mosaic Hotel in Beverly Hills to meet with these targeted agents in secret, out of public view. Typically, Mr. Lovett leaves a room key for these agents at the hotel's front desk and requests that the agents proceed to a private hotel room and wait for Mr. Lovett to arrive for the meeting. While meeting with these agents for the purpose of luring them away from their current employers, Mr. Lovett walks them through the step-by-step, clandestine procedure, that includes but is not limited to, having these targeted agents hire specific lawyers and having these lawyers communicate directly with CAA's former General Counsel and current Managing Partner, Michael Rubel, who dictates each move of the operation. Additionally, Mr. Lovett tells these agents that they have "nothing to worry about" with respect to their current contractual and fiduciary obligations owed to their current agency, that CAA always takes these steps with the agents it hires, and further, that CAA will protect and indemnify them against any claims brought by their current agencies as a result of their breach of any contractual or other obligations owed to their employers.
- 4. Once the targeted agents' lawyers contact Mr. Rubel, he requires the lawyers to turn over to CAA, as a condition of their clients' hiring and employment, any and all documents which provide for any contractual and/or fiduciary obligations to the agents' current employers, despite the fact that the requested documents are known by CAA to be confidential and proprietary to those

agencies.

- 5. In exchange, CAA agrees to indemnify the agents, knowing full well that CAA requires the agents to breach their obligations to their current employer by disclosing confidential and/or proprietary materials.
- 6. With respect to former CAA agents Jason Heyman ("Heyman") and Martin Lesak ("Lesak"), for over a one-year period from 2004 through mid-2005, Mr. Lovett called each of them repeatedly, often on a daily basis (in Heyman's case, each day on his way to work), to inform them that CAA wanted to poach them from UTA. When Heyman and Lesak declined initially to meet with Mr. Lovett, he increased his pressure and enlisted other CAA senior executives to repeatedly call Heyman and Lesak and tell them that CAA was going to use the full force and power of the agency to surround and poach their personal clients unless they would secretly meet with Mr. Lovett to discuss employment with CAA. On at least one occasion, Kevin Huvane, on behalf of Mr. Lovett, told Lesak that he had two choices: "come to CAA and help kill, or stay at UTA and be killed."
- 7. On January 1, 2004, Heyman and Lesak were named partners at UTA. Their partnerships were announced in several of the entertainment trades, and were well known to CAA.
- 8. Dogmatic in his attempt to poach Heyman and Lesak from UTA, Mr. Lovett continually harassed and threatened each of them until they each finally agreed to have secret meetings with him. As part of these secret meetings, Mr. Lovett gave Heyman and Lesak the code names "Robin Yount" and "Paul Molitor," two baseball players from Mr. Lovett's hometown baseball team, the Milwaukee Brewers. In an effort to keep these meetings private, Mr. Lovett instructed Heyman and Lesak to refer exclusively to these code names anytime either of them contacted him to discuss employment at CAA.
- 9. Once Mr. Lovett met with Heyman and Lesak, which he did on more than one occasion, he pressured them to leave UTA, knowing full well that both of the agents were partners at UTA and subject to UTA's partnership agreement. Mr. Lovett specifically told Heyman and Lesak not to tell anyone at UTA about their meetings or that CAA was attempting to hire them. Further, Mr. Lovett gave them specific instructions on what to do and the steps to take in order to keep their

meetings and discussions secret. As was his custom and practice, Mr. Lovett informed each of them that they had nothing to worry about and that they should hire certain lawyers to communicate with Mr. Rubel. Mr. Lovett informed them that although their partnership documents with UTA were known by CAA to be confidential and proprietary, that these partnership documents and their client lists must be turned over to their lawyer, who, in turn, must turn them over to CAA. Mr. Lovett reiterated that this was CAA's standard operating procedure, that this happened all the time and that neither Heyman nor Lesak should worry because CAA would fully indemnify them if UTA ever discovered that its confidential partnership documents and client lists were turned over to CAA. Mr. Lovett went so far as to tell Heyman and Lesak on one occasion that he is so generous and that they will be so well taken care of by him, that "you will stop my children on the street one day and tell them how generous their father was."

- 10. Mr. Rubel communicated with Heyman and Lesak's lawyers and obtained over 110 pages of confidential and propriety documents including UTA's confidential partnership agreements, client lists and organizational documents that identified UTA's partnership structure and salary information of UTA partners and employees. UTA is informed and believes that CAA has used these confidential and proprietary documents to compete with UTA in the agency marketplace. UTA only recently discovered that these confidential and proprietary documents were turned over to CAA when it was preparing to respond to document requests CAA propounded on it in this matter.
- 11. The only party guilty of unfair competition here is CAA. CAA and Mr. Lovett have used the aforementioned methods including engaging in secret meetings at the Mosaic and other hotels, using code names for agents, threatening to take their clients and providing a full indemnity to compel numerous agents from other agencies to join CAA over the past two decades. It was inconsequential to CAA whether or not these targeted agents had contractual obligations or fiduciary duties to their previous employers.
- 12. In December 2014, CAA sought to sell a majority interest in the company to TPG VI Constellation, L.P. and TPG Partners VI, L.P., two Texas limited partnerships ("TPG") for \$225 million. The infusion of cash was intended to enable CAA to gain a stranglehold on the agency

marketplace and, most importantly, result in a windfall for a select few of CAA's senior executives, including Richard Lovett, Bryan Lourd and Kevin Huvane.

- 13. Pursuant to certain legalities in order to prepare for TPG's majority purchase of CAA, CAA had to modify and amend its existing written and oral employment agreements with a certain number of key agents. On or about December 8, 2014, CAA gave these key agents 72 hours to sign an 85-page plus limited liability membership agreement and supporting documents with CAA Holdings, LLC (the "LLC Member Agreements"). CAA and its current General Counsel, Jeffrey Freedman, forced these agents, under extreme pressure, to sign these documents within 72 hours of providing the documents to them in order to ensure that all necessary parties signed and became members of CAA Holdings, LLC in time for the \$225 million cash infusion to be finalized and in order for Mr. Lovett, Mr. Lourd and Mr. Huvane to each pocket their personal payouts. The LLC Member Agreements amended and/or modified, in part, the CAA agents' current oral and written employment agreements by, among other things, permitting the agents to terminate their talent agent services to CAA at any time by giving thirty (30) days' written notice.
- 14. The hubris of CAA prevented the agency from considering that any of its agents would ever choose to exercise their termination rights under these documents and exit CAA for another opportunity. The fact that the subject agents did choose to exercise their rights to explore other opportunities beyond CAA personally offended Richard Lovett, which is why he directed CAA to file this unsubstantiated lawsuit against UTA and his former colleagues in retaliation for his hurt feelings and wounded pride. At the direction of Richard Lovett, CAA is now manufacturing facts in an attempt to use the Court to publicly embarrass, punish and tarnish the reputations of UTA the agency whose confidential and propriety documents CAA misappropriated in order to gain an unfair business advantage and his former colleagues including those Mr. Lovett personally poached from UTA and whose collective efforts for CAA over the last two decades, in part, allowed Mr. Lovett to receive the astounding personal windfall that he collected as a result of the TPG recapitalization. The glaring irony and hypocrisy of CAA bringing these claims against Defendants is astonishing.

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15. Quite simply this lawsuit is a waste of time and judicial resources. The bruised ego of CAA, and Mr. Lovett in particular, can be the only explanation for CAA's persistence in advancing claims it knows to be baseless - claims that not only lack evidentiary support, but contradict CAA's own admissions that the subject talent agents could terminate their services at any time. Indeed, the improper actions taken by CAA in connection with its deceptive hiring practices, secretive acquisition and use of its competitors' confidential and proprietary information and the TPG recapitalization, has given the agency an unfair competitive advantage by improperly obtaining financing to compete with UTA and other agencies in the agency marketplace.

As a consequence of CAA's prior unlawful, unfair, and deceptive business practices against UTA and these agents, CAA is barred from recovery sought herein against Defendants.

### AFFIRMATIVE DEFENSES

#### FIRST AFFIRMATIVE DEFENSE

(Unclean Hands - Unlawful, Unfair, and Deceptive Business Practices in Violation of Cal. Bus. & Prof. Code § 17200)

16. CAA's claims are barred under the equitable doctrine of unclean hands.

### SECOND AFFIRMATIVE DEFENSE

(Failure to State a Claim)

17. The SAC, and each and every purported cause of action alleged therein, fails to state facts sufficient to constitute a cause of action against Defendants.

# THIRD AFFIRMATIVE DEFENSE

(Waiver)

The SAC, and each and every cause of action stated therein, is barred as CAA 18. knowingly and voluntarily relinquished and waived any and all rights CAA may have had arising from the allegations set forth in the SAC and CAA waived the breaches and conduct, if any, of which it now complains and, as a consequence thereof, CAA is barred from seeking the relief sought or any relief whatsoever.

#### **NINTH AFFIRMATIVE DEFENSE**

(Comparative Fault)

23. CAA was negligent or failed to otherwise be legally responsible for the damages alleged in the SAC, and each and every cause of action alleged against Defendants therein. This conduct comparatively reduces or eliminates the percentage of liability, if any, of Defendant. Defendants request that if there is a finding of liability in favor of CAA and against Defendants, an apportionment of fault be made between CAA and Defendants.

#### TENTH AFFIRMATIVE DEFENSE

(Statute of Limitations)

24. The SAC, and each and every cause of action alleged against Defendants therein, is barred by the applicable statutes of limitations, including, without limitation, the provisions of California Code of Civil Procedure §335.1, § 337(1), §338, § 339, § 343, California Government Code § 12960, and/or Bus. & Prof. Code § 17208.

### **ELEVENTH AFFIRMATIVE DEFENSE**

(Laches)

25. CAA has failed to bring the causes of action alleged in the SAC in a timely manner and is therefore barred from recovery against these answering Defendants.

# TWELFTH AFFIRMATIVE DEFENSE

(Consent and Ratification)

26. The SAC and each cause of action therein are barred by CAA's consent and ratification of acts. CAA is therefore not entitled to the relief prayed for or for any relief whatsoever.

# THIRTEENTH AFFIRMATIVE DEFENSE

(Unjust Enrichment)

27. CAA would be unjustly enriched if CAA recovered any of the sums claimed to be due in its SAC.

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#### FOURTEENTH AFFIRMATIVE DEFENSE

(No Damages)

28. CAA has not been damaged in any amount alleged, or in any amount whatsoever and is not entitled to any general, compensatory or other damages or any other relief as a result of any of the allegations set forth in the SAC.

### FIFTEENTH AFFIRMATIVE DEFENSE

(Breach of Duty of Good Faith)

29. At all times herein mentioned, CAA breached its duty of good faith and fair dealing with regard to Defendants.

### SIXTEENTH AFFIRMATIVE DEFENSE

(Modification/ Amendment)

30. The employment agreements and extensions on which CAA relies in support of its causes of action against these answering Defendants, have been materially modified, amended, altered and changed, so that they no longer have the same meaning, force and affect as they may have had prior to the modification, amendment, alternation and change. Such modification, amendment, alternation and change to be decided by a retired judge in arbitration.

# SEVENTEENTH AFFIRMATIVE DEFENSE

(Failure to Plead with Particularity)

31. CAA has failed to plead with particularity each and every cause of action alleged against Defendants in the SAC.

# EIGHTEENTH AFFIRMATIVE DEFENSE

(Speculative Damages)

32. CAA's alleged damages or losses, if any, are speculative and/or uncertain and are therefore not compensable.

# NINETEENTH AFFIRMATIVE DEFENSE

(Adequate Remedy at Law)

33. The SAC, and each and every cause of action alleged against Defendants, is barred to

### TWENTY-FIFTH AFFIRMATIVE DEFENSE

#### (No Valid Contract)

39. The SAC, and each and every cause of action stated therein, is barred in that the agreements on which CAA relies are not valid contracts. The agreements on which CAA relies, and CAA's purported application of these agreements, violate the provisions of California Business and Professions Code section 16600 in that they contain unlawful and unenforceable restraints on a person's right to engage in a lawful profession, trade or business. The agreements further violate public policy and antitrust laws. Further, the agreements improperly, and unreasonably, restrict solicitation.

# TWENTY-SIXTH AFFIRMATIVE DEFENSE

(Improper Restraint on Trade and Employee Mobility)

40. The SAC, and each and every cause of action stated therein, constitutes an improper effort to restrain trade and employee mobility, in violation of public policy and California Business and Professions Code section 16600. Because the effect of each purported cause of action asserted against Defendants is to restrain competition and employee mobility, in violation of public policy and California Business and Professions Code section 16600, Defendants cannot be liable under any of the purported causes of action asserted against them.

# TWENTY-SEVENTH AFFIRMATIVE DEFENSE

# (Privilege)

41. The SAC, and each purported cause of action stated therein, is barred because Defendants are privileged to compete against CAA under California law.

# TWENTY-EIGHT AFFIRMATIVE DEFENSE

(California Labor Code §2855)

42. The employment agreements and extensions on which CAA relies, and CAA's purported application of these agreements, violate the provisions of California Labor Code section 2855 in that they constitute contracts to render personal services beyond seven years from the commencement of each of Defendants' terms of employment, and are therefore unenforceable

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### FORTY-SIXTH AFFIRMATIVE DEFENSE

(Fraudulent in the Inducement/ Failure to Disclose)

and alleged employment agreements and extensions set forth in the SAC are unenforceable/voidable because such employment agreements and extensions entered into by the third parties referenced in the SAC were entered into as a result of CAA's fraudulent actions. Specifically, when CAA entered into said employment agreements and extensions, it failed to disclose to the agents who were signing the employment agreements and extensions that CAA was selling, or had the right to sell, a majority of its interests to TPG. Defendants alleged on information and believe that the agents referenced in the SAC would have never signed the employment agreements and extensions had they know the true facts that CAA was selling, or had the right to sell, its majority interest to TPG.

# FORTY-SEVENTH AFFIRMATIVE DEFENSE

(No Specific Performance - Violation of California Civil Code §3391(3))

Any alleged employment agreements and extensions entered into by the third parties set forth in the SAC are unenforceable/voidable because they were obtained by way of CAA's misrepresentations, concealments, circumventions, and unfair practices in violation of California Civil Code §3391(3). As a result of CAA's violation of Civil Code §3391(3), the third parties referenced in the SAC are not required to specifically perform under those employment agreements and extensions.

# FORTY-EIGHTH AFFIRMATIVE DEFENSE

(Right to Assert Additional Affirmative Defenses)

62. Defendants presently has insufficient knowledge or information on which to form a belief as to whether it may have additional, as yet, unstated affirmative defenses available.

Defendants reserve the right to assert additional defenses in the event that discovery indicates they would be appropriate.

WHEREFORE, Defendants pray for judgment against CAA as follows:

1. That CAA takes nothing by its SAC;

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1	2.	That the SAC be dismissed with prejudice;
2	3.	That Defendants recover their costs of suit incurred herein; and
3	4.	For any other relief in Defendants' favor that the Court deems just and proper.
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5	DATED: Ma	ay 31, 2016 FREEDMAN + TAITELMAN, LLP
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8		By: Byan J. Freedman
9		Brian Turnauer Sean M. Hardy
10		Attorneys for Defendant and Cross- Complainant United Talent Agency, LLC and Defendants Gregory Cavic and Gregory
11		McKnight  McKnight
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1	PROOF OF SERVICE		
2	STATE OF CALIFORNIA ]		
3	COUNTY OF LOS ANGELES   iss.		
4	I am employed in the County of Los Angeles, State of California. I am over the age of 18		
5	and not a party to the within action; my business address is 1901 Avenue of the Stars, Suite 500 Angeles, California 90067.		
6	On May 31, 2016, I served the foregoing document(s) described as: DEFENDANTS' ANSWER TO PLAINTIFF'S SECOND AMENDED COMPLAINTS.		
7	ANSWER TO PLAINTIFF'S SECOND AMENDED COMPLAINT on the interested parties in this action by placing the original OR true copies thereof enclosed in sealed envelopes addressed as follows:		
8			
9	Anthony J. Oncidi Keith A. Goodwin		
10	PROSKAUER ROSE LLP 2049 Century Park East, Suite 3200		
11	Los Angeles, CA 90067 aoncidi@proskauer.com		
	kgoodwin@proskauer.com		
12	(310) 557-2900 – Telephone (310) 557-2193 – Fax		
13	Attorneys for Plaintiff,		
14	Creative Artists Agency, LLC		
15	By United States Mail: I am readily familiar with the firm's practice for collection and processing correspondence for mailing. Under that practice, it would be deposited with the		
16	Angeles, California in the ordinary course of business. I am aware that on motion of the		
17	party served, service is presumed invalid if postal cancellation date or postage meter date is more than one day after date deposit for mailing in affidavit.		
18	State. I declare under penalty of perjury under the laws of the State of California that the		
	above is true and correct.		

Executed on May 31, 2016 at Los Angeles, California

Christina Puello