Generating Leads Legally: Regulatory and Litigation Quick Hits

Thursday, April 28, 2022, 2:00 p.m. - 3:00 p.m. ET

Daniel S. Blynn Partner | +1 202.344.4619 | <u>dsblynn@Venable.com</u>

Alexandra Megaris Partner | +1 212.370.6210 | amegaris@Venable.com

Jonathan L. Pompan Partner | +1 202.344.4383 | jlpompan@Venable.com



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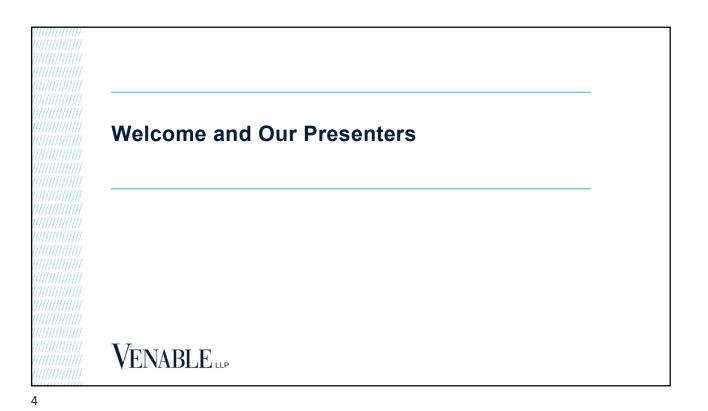
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Daniel S. Blynn



Daniel S. Blynn Partner | Washington, DC +1 202.344.4619 dsblynn@Venable.com Dan Blynn focuses his practice on false advertising and telemarketing litigation, and complex consumer class actions in federal and state courts. Dan assists clients with advertising substantiation investigations, and inquiries from the Federal Trade Commission (FTC) and state attorneys general. He also counsels clients on a variety of advertising and telemarketing-related matters. Dan's clients include trade associations, Fortune 100 companies, dietary supplement companies, marijuana companies, energy companies, home security companies, staffing services companies, cable news networks, calling and text messaging platform providers, and many other large and small businesses.

He regularly represents clients in telemarketing, false advertising, and regulatory litigation brought under the Telephone Consumer Protection Act (TCPA), Federal Trade Commission Act, Lanham Act, Telemarketing Sales Rule (TSR), and state consumer protection laws. He also defends against putative consumer class actions in state and federal courts. In addition, Dan represents clients in competitor challenges before the Better Business Bureau's National Advertising Division (NAD) self-regulatory body. He has significant experience with electronic discovery and has successfully argued in favor of substantial narrowing of civil discovery and investigative demands from regulators.

Dan is regularly recognized by numerous organizations as one of the leading consumer protection defense attorneys in the country, and often speaks and writes on telemarketing and advertising law issues. In early 2022, the Florida legislature cited Dan's commentary regarding the state's telemarketing law in the legislative history underlying proposed amendments to the Florida Telephone Solicitation Act.

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Alexandra Megaris



Alexandra Megaris Partner | New York - Rockefeller Center +1 212.370.6210 amegaris@Venable.com Alex Megaris focuses on complex regulatory investigations and government enforcement matters involving state attorneys general, the Federal Trade Commission (FTC), the Consumer Financial Protection Bureau (CFPB), state regulatory agencies, and the U.S. Congress.

Alex also works closely with Venable's government affairs team in advocating for clients before these agencies. She has extensive experience with consumer protection laws, such as state unfair, deceptive and abusive practices (UDAAP) laws, the FTC Act, the Consumer Financial Protection Act, the FTC's Telemarketing Sales Rule, and product-specific regulations, including those regulating credit reporting, loan servicing, and debt collection.

Alex has recent experience providing strategic advice and counsel to high-profile political ventures, including a high-net-worth individual exploring federal office and a presidential campaign. Through these experiences and her government litigation and investigations work, Alex brings a legal, business, and crisis-management sensibility to her clients, their management, and boards, offering thoughtful, creative, and pragmatic solutions to often thorny issues to help them manage their legal and reputational risks.

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Jonathan L. Pompan



Jonathan L. Pompan Partner and Chair, Consumer Financial Services Group | Washington, DC +1 202.344.4383 ||pompan@Venable.com Jonathan is chair of the firm's Consumer Financial Services Practice Group. His practice focuses on providing comprehensive legal advice and regulatory advocacy to a broad spectrum of clients before the CFPB, FTC, state Attorneys General, and regulatory agencies. Jonathan regularly advises and advocates for FinTech related companies before federal and state government agencies.

Jonathan's experience includes standing up and advising on several consumer financing programs by retailers and bank partners. In addition, defends FTC and CFPB investigations, including obtaining the successful termination of an investigation through a closing letter, and examination preparation and appeals. In addition, he provides ongoing compliance and general counseling advice to multiple retailers, consumer lenders, debt buyers and collectors, and advertising lead generators, and has been at the forefront of representing companies in state licensing, and federal supervisory examinations.

Jonathan is a frequent speaker and author on legal and regulatory issues of significance to providers of consumer financial products and services, advertisers and marketers, and related trade organizations.

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Today's Webinar Introduction Legal and regulatory landscape for customer acquisition TCPA compliance & litigation developments Federal and state regulatory developments Recap of key legal requirements • General pitfalls and sources of scrutiny Consumer financial services in the crosshairs • Strategies for enhancing compliance and avoiding legal pitfalls Q&A VENABLE LLP © 2022 / Slide 8

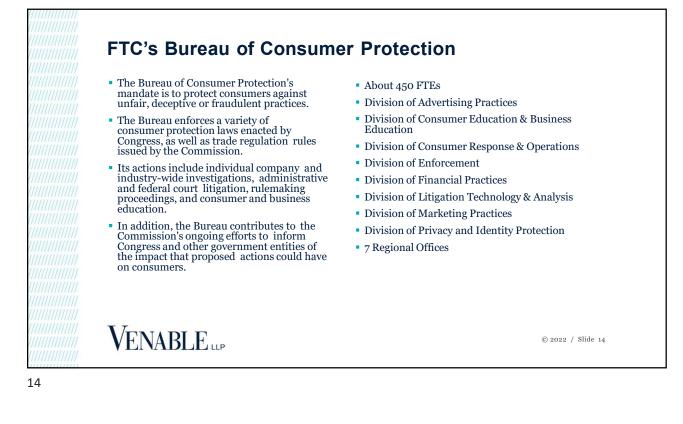


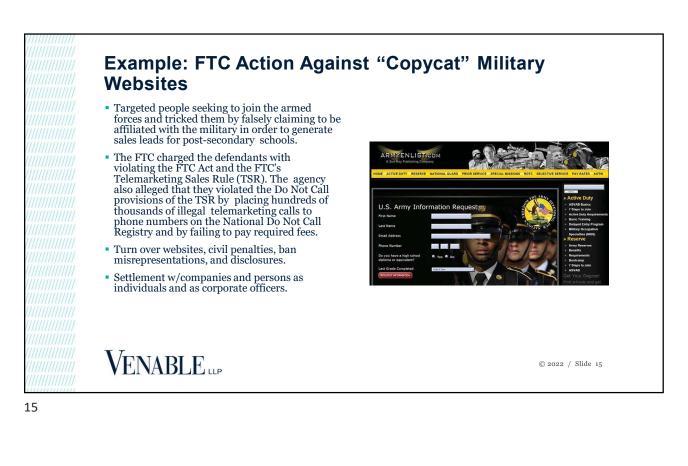


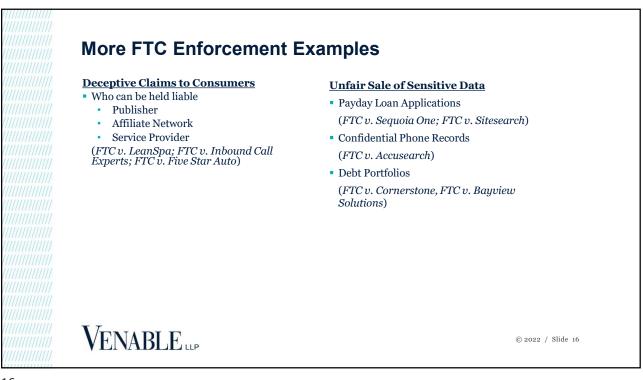


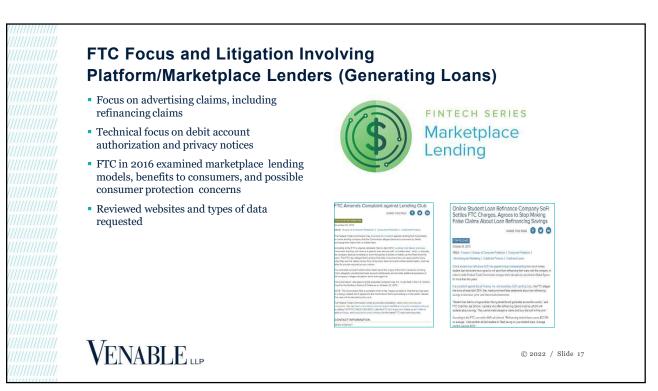


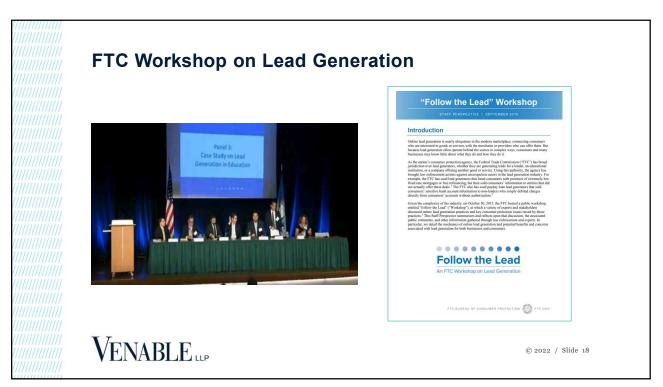
Federal and State Regulatory Developments VENABLE LLP











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- Disclose clearly to consumers who you are and how you will share their information.
- Monitor lead sources for deceptive claims and other warning signs like complaints.
- Vet lead buyers and avoid selling remnant leads to buyers with no legitimate need for sensitive data.
- Keep sensitive data secure.

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