



Robert F. Poppiti, Jr.

PARTNER

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Consensus is important to Rob Poppiti. Given all the moving parts in a typical chapter 11 proceeding — including the multitudes of creditors, lenders, vendors, and employees, each with competing interests; the complex agreements and debt instruments; and the challenges of successfully navigating the Bankruptcy Code — Rob sees litigation as generally counter-productive, and often avoidable. He prefers a more collegial approach, one that works for all interested parties.

To that end, he approaches all negotiations with a commitment to being reasonable — emphasizing strengths, acknowledging weaknesses, and working with all sides to achieve a viable agreement. Because he represents debtors, creditors, and lenders alike, Rob brings a unique, 360-degree perspective to each chapter 11 proceeding and out of court restructuring. He thinks beyond the day-to-day issues, focusing intently on the endgame, and on the best possible outcome and the best path to arrive at it.

As frequent co-counsel to out-of-state law firms, Rob serves as a savvy guide to the Delaware bankruptcy process, with a firm understanding of the local rules and customs. Rob has deep experience not just in the Bankruptcy Code and related rules, but also in the ways judges are likely to interpret them, which is particularly important to his co-counsel. Rob takes as active a role as his co-counsel asks, often handling significant aspects of the case. He regards the success of his co-counsel as a key measure of his own success, and has earned the admiration of his colleagues, co-counsel, clients and opposing counsel for his work ethic and commitment to each of them.

FOCUS:

- Representation of debtors and other constituents (including lenders) in connection with chapter 11 proceedings.

Practices

- Debtor/Corporate Restructuring
- Committee Practice
- Cross-Border Insolvencies

Education

- Widener University Delaware Law School (J.D., *summa cum laude*)
- University of Delaware (B.S., *magna cum laude*)

Bar Admissions

- Delaware
- New York
- District of Columbia

Distinctions

- Delaware *Super Lawyers*, Rising Star, Bankruptcy, 2016 - Present

Memberships and Affiliations

- Delaware State Bar Association
- American Bar Association
- Association of Insolvency and Restructuring Advisors