

# Brian A. Bullard

OFFICE MANAGING PARTNER | INVESTMENT STRATEGIES &  
CAPITAL SOLUTIONS CHAIR

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Brian Bullard serves as the All-Office Managing Partner of Polsinelli, Partner-In-Charge of the Dallas office, and Chair of the Investment Strategies & Capital Solutions division. In addition, he currently serves on the firm's Compensation Committee and Audit & Finance Committee.

Brian maintains a diverse legal practice focusing on clients operating within the private equity marketplace. He leads a nationally recognized team that specializes in the formation and operation of private funds and joint ventures organized to pursue and implement opportunistic investment strategies.

Brian has significant experience and broad market knowledge involving practically all types of investment vehicles and industry verticals. Brian regularly provides advice and counsel to investment management companies, family offices, and other key participants within the private equity sector including general partners, managers, and institutional / anchor investors.

## Education

- Southern Methodist University Dedman School of Law (J.D., *cum laude*, 2008)
- University of Texas at Austin (B.B.A., *with honors*, 2004)
  - Accounting and Finance
- University of Texas at Austin (M.P.A., 2004)
  - Accounting with an emphasis on Taxation

## Bar Admissions

- Texas

## Memberships

- State Bar of Texas
- Dallas Bar Association

## Capabilities

- Investment Management & Funds
- Joint Ventures & Strategic Alliances
- Private Equity - Mergers & Acquisitions
- Securities & Corporate Finance
- Real Estate Transactions
- Private Credit & Direct Lending
- Private Equity
- Preferred Equity
- Family Office
- Investment Strategies & Capital Solutions

## Recognition

- Recognized as a "Rising Star" by *Texas Super Lawyers*, 2012-2021
- Selected by *D Magazine* for Best Lawyers in Dallas

## Community

- Capital for Kids
- Children's Medical Center of Dallas

## Matters

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- Acquired a \$4.3 billion real estate equity investment advisory business, including investment management contracts and general partnership interests (the portfolio included 129 multifamily and commercial properties in the United States, and 41 multifamily and commercial assets in Europe).
- Formed special-purpose joint ventures (using limited liability companies and limited partnerships) to acquire strategic, real-estate-related assets targeted by fund managers, family offices, and high net worth individuals.
- Assisted with a real estate investment trust with its acquisition of a 21-hotel portfolio worth approximately \$250 million.
- Structured and launched alternative investment vehicles that intend to:
  - Achieve significant illiquidity premiums over high-yield and broadly-syndicated bank debt markets by making investments in directly-originated loans (with a general focus on middle-market loans), either via syndicated transactions involving other private debt investment firms (i.e., club deals), or self-sourced independent transactions.
  - Obtain student housing assets and other multi-occupant residential real estate located in the United States.
  - Purchase high yield bonds, bank loans, and CLO debt.
  - Operate and renovate or upgrade hotel and other lodging properties located in major U.S. markets.
  - Invest in (i) niche strategies (e.g., asset-based royalty streams and other cash-flow strategies) as well as structured finance, (ii) private credit strategies (e.g., loans—direct origination and trading, performing and non-performing loan pools, trade claims, distressed and structured credit), and (iii) hedge fund secondaries, which include both fund interests and liquidating assets generally purchased at a discount to a fund's net asset value.
  - Issue mezzanine terms loans to borrowers to partially finance the development of various EB-5 projects.
  - Generate returns primarily from the "manufacturing" of alpha by pressuring companies to implement corporate and/or capital structure changes.