



Bill Liu

he/him/his

Associate

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## What can I solve for you?

With a diverse background across public and private sectors, I bring extensive experience negotiating agreements ranging from commercial leases to tech licensing. I also provide strategic counsel to education-sector clients, ensuring their interests are advanced at every stage through practical, results-driven solutions.

## What's it like to work with me?

I'm known for being approachable and solutions-focused, combining friendly, straightforward communication with sharp negotiation skills. I build strong, collaborative relationships with my clients, allowing me to understand their specific needs and goals deeply. This partnership-driven approach helps me provide tailored legal strategies, ensuring practical solutions that align with my clients' objectives and achieve the best possible outcomes.

## Overview

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With broad experience in public procurement, technology contracts, and real estate transactions, Bill provides strategic guidance to clients on bid protests, piggyback agreements, education technology licensing and development, and data privacy compliance. Bill also advises on property acquisitions and the sale of surplus assets, managing due diligence, negotiations, and escrow processes. Skilled in construction agreements, Bill supports projects across traditional and alternative delivery models, including construction manager at risk, lease-leaseback, and design-build, while also negotiating commercial leases and joint-use agreements to serve clients' long-term goals.

At F3 Law, Bill often serves as a trusted advisor in both day-to-day legal matters and major transactions. Clients rely on Bill to navigate challenges efficiently, manage negotiations, and mitigate risks, enabling them to focus on their core objectives. Known for being thorough, responsive, and solution-focused, Bill ensures that even the most complex projects are completed with practical, results-driven outcomes.

Before joining F3 Law, Bill gained extensive experience in the private sector, handling corporate transactions and complex commercial real estate deals. Bill has negotiated joint venture and development agreements, working on projects ranging from retail shopping centers to high-rise mixed-use developments. This background provides a deep understanding of business strategy and transactional structure, allowing Bill to anticipate challenges and guide clients through intricate negotiations with a focus on practical, value-driven outcomes.

## Recognition

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- CALI Excellence for the Future Award: Japanese Legal System 2016

## After School

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Outside the office, I enjoy spending time outdoors and exploring new places. I'm an avid hiker, and some of my favorite adventures include tackling the trails in Yosemite and summiting peaks in the Sierra Nevada. I also have a passion for traveling—whether it's exploring bustling urban centers or relaxing in quieter, remote destinations. When I'm not on the move, I enjoy diving into nonfiction books, especially those that focus on history, business, and technology.

## Education

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- University of California College of the Law, San Francisco (J.D.)
- University of California, Berkeley (B.A., Psychology)

## Admissions

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### Bar Admissions

- California



F3 Law

## Related Services

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- Education Technology
- Facilities & Construction
- Real Estate & Property

## Related Clients

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- Public Education K-12

## Languages

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- Cantonese
- Mandarin