



Geoffrey W. Heineman

Partner

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Geoff is the Chairman of Ropers Majeski and has advised domestic and foreign insurers and reinsurers, corporations, and professionals on complex business issues for more than 35 years. He has extensive trial court experience in cases involving insurance coverage, commercial contracts, securities laws, and intellectual property disputes. In addition to handling litigations in numerous federal and state courts, Geoff regularly represents insurance clients in domestic and foreign arbitrations. He has also been appointed in complex coverage arbitrations to serve as either a party Arbitrator or a Neutral.

In addition to his litigation work, Geoff spends considerable time advising clients on matters related to insurance coverage and corporate governance, with an emphasis on policies covering directors and officers, technology and cyber risks, financial institutions, and private equity firms. He frequently

PRACTICE AREAS

Business & Commercial Litigation
Insurance Services
Professional Liability
Trials

ACCOLADES

New York Metro Super Lawyers, Insurance Coverage, 2013-2025

COURT ADMISSIONS

New York
Supreme Court of the United States
US Court of Appeals for the Second Circuit
US Court of Appeals for the Fourth Circuit
US Court of Appeals for the Fifth Circuit
USDC: Eastern District of New York
USDC: Southern District of New York
USDC: Eastern District of Wisconsin

EDUCATION

Harvard Law School Negotiation Institute, Program on Mediating Disputes, 2014
LLM, New York University School of Law, 1988
JD, St. John's University School of Law, 1983

advises and works with clients on drafting or updating insurance policy forms and interpreting claims issues, and he regularly acts as coverage counsel in many complex class action matters involving securities and ERISA issues. In this role, he also regularly represents clients in mediations.

BA, New York University, 1980

PROFESSIONAL ACTIVITIES

Member, Claims and Litigation Management Alliance (CLM)

Member, New York State Bar Association

Member, Professional Liability Underwriting Society (PLUS)

Geoff regularly speaks to various professional services firms and organizations on topics in the complex litigation and insurance industries. He also lectures for the Professional Liability Underwriting Society on directors and officers and ERISA coverage, claims defense management, and loss prevention techniques.

In addition to receiving his JD from St. John's University School of Law, Geoff also obtained his LLM in Corporations Law from New York University School of Law and completed the Harvard Law School Negotiation Institute's Program on Mediating Disputes.

Representative Matters

- Successfully developed coverage defenses for a cyber insurer following a cyberattack on its insured, whose business focused on ecards. Worked closely with the primary insurer's counsel to develop a strategy to obtain materials necessary to the evaluation of the claim, including coverage. Engaged an outside consultant to assist with document requests, given the insured's repeated delay and refusal to provide necessary materials. We successfully identified differences among the insured's "customers," which made clear that one of the entities allegedly harmed by the hack was not a customer but instead was a supplier. Analysis of the facts detailing exactly how the supplier's operations were impacted by the hack and what led to its alleged loss demonstrated that while coverage was available for the customers, coverage was not available for the claim by the supplier.
- Disposed of a case in which we were retained pursuant to a private D&O policy to defend and protect the interests of a technology company following receipt of a cease and desist letter and a demand for damages from a private equity company for alleged breach of an investment agreement. Reviewed extensive investment contracts, interviewed clients, and obtained all purported disclosure documents, including screenshots on various web pages, in order to evaluate demands and develop the framework of a response and a strategy to defeat the claim. Prepared an extensive response letter, including challenging the private equity company's

interpretation of contract provisions and rights, which resulted in the withdrawal of all demands and the cessation of the dispute.

- Favorably resolved for a fiduciary insurer an ERISA and breach of fiduciary duty suit against the trustees of a pension plan of a public corporation following the acquisition of the insured by a competitor. Worked closely with defense counsel on the strategy for defense and development of the history concerning actions by the trustees to the plan, both prior to and following acquisition. The development of factual history ultimately led the fiduciary insurer for the acquiring corporation to reverse a denial of coverage and agree to allocation between towers. Collaborative effort with defense counsel resulted in a favorable resolution well below the settlement value pursued by the plaintiffs and recommended by the mediator at the first mediation. The resolution was well within the client's layer of coverage, given the significant contribution by the acquiring corporation's insurer to settlement and defense fees and costs.
- Achieved an early and favorable resolution for a fiduciary insurer in an ERISA and breach of fiduciary duty suit against the trustees of a pension plan of a mutual fund company, which contained a concentration of proprietary funds whose inclusion and performance were being challenged by the plaintiffs. Partnered early on with defense counsel on the strategy for a motion to dismiss and potential early resolution. Despite demands and valuations by the plaintiffs' experts, which suggested a settlement value in the excess layers of coverage, by pursuing an early resolution and working closely with defense counsel at mediation, a settlement within the insurer's primary layer of coverage was achieved. The early and successful resolution and support provided by the insurer to the insured led them to seek an expansion of the business relationship with the insurer, while simultaneously allowing the insurer to save part of its limits that early facts suggested would be completely lost.
- Successfully resolved a coverage dispute on behalf of a private equity insurer arising out of multiple suits filed against a private equity insured arising out of the insured's investment in an insurer providing automobile coverage in the Midwest. Through an extensive review of underlying documents, we were able to develop a series of coverage defenses that called into question the scope of coverage available for a suit brought by the liquidation trustee of the now-defunct insurer. Despite threats by the insured's coverage counsel of its intention to pursue a declaratory judgment action against the insurer, an agreement was reached whereby the insured and insurer partnered to work together and each contribute to a successful resolution of the trustee's claims.

Ropers Majeski Attorneys Selected to 2025 New York Metro Super Lawyers & Rising Stars Lists

October 30, 2025

The attorneys are recognized for their experience and success in the legal field

Ropers Majeski Attorneys Selected to 2024 New York Metro Super Lawyers & Rising Stars Lists

October 24, 2024

Congratulations to our attorneys who are recognized in the 2024 New York Metro edition of Super Lawyers

Ropers Majeski Attorneys Selected to 2023 New York Metro Super Lawyers & Rising Stars Lists

Super Lawyers

September 22, 2023

Congratulations to our New York attorneys who have been selected to the 2023 New York Metro edition of Super Lawyers

Ropers Majeski Attorneys Recognized Among 2022 New York Metro Super Lawyers & Rising Stars

Super Lawyers

September 29, 2022

Congratulations to our New York attorneys who are recognized in the 2022 New York Metro edition of *Super Lawyers*

Ropers Majeski Partners & Associates Recognized Among 2021 New York Metro Super Lawyers

September 30, 2021

Congratulations to our New York Partners and Associates who are recognized in the 2021 New York Metro edition of *Super Lawyers*

Ropers Majeski Partners & Associates Recognized Among 2020 New York Metro Super Lawyers

October 28, 2020

Congratulations to our Partners and Associates who are recognized in the 2020 New York Metro edition of *Super Lawyers*

Events

Ropers Majeski Was Proud to Sponsor the PLUS Eastern Chapter Industry Leaders Luncheon

April 11, 2025

Ropers attorneys Geoffrey W. Heineman, John J. Iacobucci, and Eric M. Wahrburg attended the event, which featured lunch, cocktails, and opportunities to connect with industry leaders and peers

Ropers Majeski Was Proud to Sponsor the PLUS D&O Symposium

March 11, 2025

Ropers Partners Geoffrey W. Heineman and John J. Iacobucci attended the two-day annual event designed for professional liability professionals, with a focus on D&O insurance

Ropers Majeski Was Honored to Sponsor the 18th Annual Insurance Industry Charitable Foundation Northeast Benefit

December 06, 2024

Ropers attorneys Geoffrey W. Heineman, Andrew L. Margulis, Jung H. Park, Christopher Ferreira, Eric M. Wahrburg, and Tehila N. Colman attended the event

Ropers Majeski Was Proud to Sponsor the Steven J. Gladstone Claim Executive of the Year Dinner

September 16, 2024

The event brought together industry colleagues, friends, and family for an evening of fine dining, entertainment, opportunities to connect, and the well-deserved recognition of Robbyn Reichman, Global Specialty Claims Officer at Aon

Geoffrey W. Heineman, John J. Iacobucci Jr., and Ropers Majeski Were Proud to Sponsor the PLUS D&O Symposium

March 08, 2024

Geoffrey and John attended the conference and were joined by fellow Ropers attorney Jung H. Park at the Welcome Reception

Ropers Majeski Was Proud to Sponsor the 17th Annual Insurance Industry Charitable Foundation Northeast Benefit

November 29, 2023

Several Ropers Majeski attorneys attended the event

Speaking Engagements

Hot Topics in the World of Insurance

April 15, 2021

Geoffrey W. Heineman spoke on emerging issues in D&O insurance coverage

Delaware Courts

PLUS D&O Symposium

February 27, 2020

Geoffrey W. Heineman spoke at the PLUS D&O Symposium

ERISA Boot Camp: A Crash Course on the Nuts and Bolts of ERISA Benefit Plans, Claims, Settlements, Cases, and More Need-to-Know Takeaways

ACI National Forum

November 22, 2019

Geoffrey W. Heineman spoke at the ACI National Forum

Legal Year in Review

Ropers Majeski

May 12, 2016 – May 29, 2016

Ropers Majeski Partners present a Year in Review

Legal Year in Review

Ropers Majeski

May 13, 2015 – May 28, 2015

Ropers Majeski partners present a Year in Review

Legal Year in Review

Ropers Majeski

May 01, 2013 – May 14, 2013

Ropers Majeski partners present a Year in Review

Legal Year in Review

Ropers Majeski

May 01, 2012 – May 23, 2012

Ropers Majeski partners present a Year in Review

