



Terance A. Gonsalves

Partner

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Related Services

Litigation ■ White Collar, Government & Internal Investigations ■ False Claims Act ■ Commercial ■ Class Action & Multidistrict Litigation ■ TCPA Counseling & Litigation ■ Education ■ Contingent Risk Insurance

With over 20 successful trial verdicts, Terance (“Tery”) Gonsalves is a seasoned litigator adept at handling complex litigation, government and internal investigations, and regulatory compliance matters. Drawing on his tenure as deputy general counsel and head of litigation at a publicly traded corporation and his experience as a police detective, Tery provides strategic counsel on matters ranging from consumer fraud, false and deceptive advertising, unfair business and trade practices, and False Claims Act matters. He also has a nationwide telemarketing defense practice, defending clients in both class actions and individual claims alleging violations of various state and federal telemarketing laws, including the Telephone Consumer Protection Act.

Tery also has experience handling both state and federal appeals, helping clients resolve matters in alternative dispute resolution settings including arbitration and mediation. His investigations practice includes handling high-stakes internal investigations, representing clients before federal and state agencies including the Department of Justice, the Federal Trade Commission, and state attorneys general. He also advises boards of directors regarding corporate governance.

As chair of the Education Team, Tery is a go-to advisor for public and private educational institutions. He has a comprehensive understanding of the higher education legal and regulatory landscape, and he advises on federal, state, and accreditation issues. He has represented clients before the Department of Education, various state higher education agencies, and accrediting bodies.

Representative Experience

Commercial Litigation

- Tried and won a complete defense verdict of a certified class action on behalf of a nonprofit preschool wherein the class alleged the preschool violated various health and safety regulations, giving rise to liability under California’s Unfair Competition Law.
- Tried and won several consumer fraud arbitrations asserting false advertising claims.
- Represented a publicly traded education company in nationwide consumer fraud class actions, securities fraud class actions, and derivative litigation arising from alleged advertising misrepresentations.
- National Telephone Consumer Protection Act (TCPA) litigation counsel for a publicly traded proprietary education company.
- Represented a financial services company in a state False Claims Act (FCA) action alleging manipulation of municipal bond pricing.

- Represented a small business loan originator in a TCPA putative class action.

Government & Internal Investigations

- Conducted internal investigations for various clients on issues including alleged compliance violations, policy violations, whistleblower complaints, workplace concerns, and employee theft, with some investigations directed at senior management.
- Represented a publicly traded education company facing consumer fraud claims before the Department of Justice and various state attorneys general.
- Represented a manufacturing company in a federal FCA investigation related to a National Science Foundation research grant.
- Represented a proprietary education company in connection with an investigation by the FTC alleging false and deceptive advertising.
- Represented a publicly traded education company in multiple federal FCA actions alleging violations of Title IV regulations.
- Conducted internal investigations for colleges and universities related to alleged compliance violations, whistleblower complaints, faculty and staff misconduct, and other higher education regulatory matters.

Regulatory & Compliance

- Counseled numerous clients regarding compliance with state and federal telemarketing laws, including the TCPA.
- Provided counsel to a nonprofit education system regarding regulatory and compliance matters, corporate governance, accreditation, Title IV, and commercial transactions.
- Counseled institutions on issues related to incentive compensation, marketing, advertising and telemarketing, and best practices for internal investigations.

Publications & Presentations

Publications

- “Compliance on Campus: Applying DOJ’s Corporate Compliance Guidance in an Academic Environment,” *Compliance & Ethics Professionals Magazine*, April 2024.
- “What Comes Next After Responding to Your Institution’s BDR Applications,” *Career Education Review*, Winter 2023.
- “Federal Communications Commission Issues Notice of Proposed Rulemaking That Will Impact Consent Under the Telephone Consumer Protection Act,” *The Journal of Federal Agency Action*, January-February 2024.

Presentations

- “Briefly, Do Respond: Overview of Borrower Defense to Repayment (BDR) Regs & Best Practices,” National Association of College and Universities 2024 Annual Conference, Columbus, OH, June 29, 2024.
- “A Refresh on DOJ’s Corporate Compliance Policies and Their Intersection with OIG’s Recent General Compliance Program Guidance,” Higher Education & Healthcare Research Compliance Conference, New Orleans, LA, June 12, 2024.
- “Reimagining Lead Gen: Legal Insights for Today’s Product Builders,” LeadsCon 2024, Las Vegas, NV, April 9, 2024.
- “Telephone Consumer Protection Act 101 (2023 Edition),” myLawCLE, Federal Bar Association, webinar, October 26, 2023.

- “The Risk May Be Real: A Refresh on DOJ’s Corporate Compliance Polices and Their Application to Institutions of Higher Education,” SCCE Virtual Higher Education Conference, webinar, October 25, 2023.
- “Sea Change: Diversity, Equity and Inclusion in Higher Education After the Supreme Court Strikes Down Affirmative Action,” Northwest Commission on Colleges and Universities (NWCCU), webinar, October 13, 2023.
- “A Refresh on DOJ’s Corporate Compliance Policies,” PACE ACX 2023, Charlotte, NC, October 10 – 12, 2023.
- “Responding to Student Borrower Defense to Repayment (BDR) Claims,” National Association of College and University Attorneys (NACUA), webinar, September 21, 2023.
- “The Risk May Be Real: A Refresh on DOJ’s Corporate Compliance Polices and Their Application to Institutions of Higher Education,” SCCE Higher Education Compliance Conference, Phoenix, AZ, June 11-13, 2023.
- “Compliance Officers Forum,” PACE Summit DC 2023, Washington, D.C., May 21-23, 2023.
- “Investigations vs Monitoring: Strengthening Your Monitoring Program in the Pursuit of Less Investigations,” LegalWeek New York 2023, New York, NY, March 21, 2023.
- “How Can Growth & New Compliance Initiatives Coexist?” LeadsCon 2023, Las Vegas, NV, March 15, 2023.
- “Balancing Compliance & Data Privacy Issues With Your Growth Goals,” Leadscon’s Consent Summit, webinar, October 25, 2022.
- “Borrower Defense to Repayment: What You Need to Know Now,” 2022 Career Education Convention, Career Education Colleges and Universities, Las Vegas, NV, June 2, 2022.

Professional & Community Engagement

- National Association of College and University Attorneys
- Leadership Council on Legal Diversity, Fellow
- Atlanta Bar Association

Court Admissions

- U.S. Court of Appeals for the Seventh Circuit
- U.S. District Court for the District of Colorado
- U.S. District Court for the Northern District of Georgia
- U.S. District Court for the Northern District of Illinois
- U.S. District Court for the Eastern District of Michigan
- U.S. District Court for the Western District of Texas

Education

- DePaul University (J.D., 2000)
- University of Illinois Urbana–Champaign (B.A., 1991)

Admitted to Practice

- Illinois
- Georgia