

With more than thirty years of business litigation experience, I understand the business risk and uncertainty of having business disputes decided by a judge or jury. In certain instances, litigation is necessary or unavoidable. In those instances, I aggressively represent my client's interest while understanding that the goal is not to maximize my billable hours, but to achieve the client's desired result. I believe that clients measure a lawyer's success not in time spent but in the value of the results attained. Likewise, the fee charged by the lawyer should reflect the value delivered to the client based upon the results attained. Because of this philosophy, I put my experience to work by providing my clients with early case analysis. This analysis includes review of facts, legal issues presented, risk assessment, value assessment based upon the claim in dispute, estimated costs to litigate the claims and likelihood of recovery. The case is also reviewed to determine if litigation can be avoided by implementing less costly alternative methods such as arbitration or mediation to resolve the issues. I develop a litigation plan and strategy designed with the goal of a prompt and satisfactory conclusion for a reasonable cost. Even after litigation has been initiated, I continue to pursue all avenues to achieve prompt and cost-effective results through creative settlement techniques. I also work with my clients to make business appropriate litigation decisions regarding the expenditure of costs for discovery, depositions, and experts. Winning the case in court is always important, but my goal in litigation is to achieve a good result for the client, one that adds value to his or hers business.