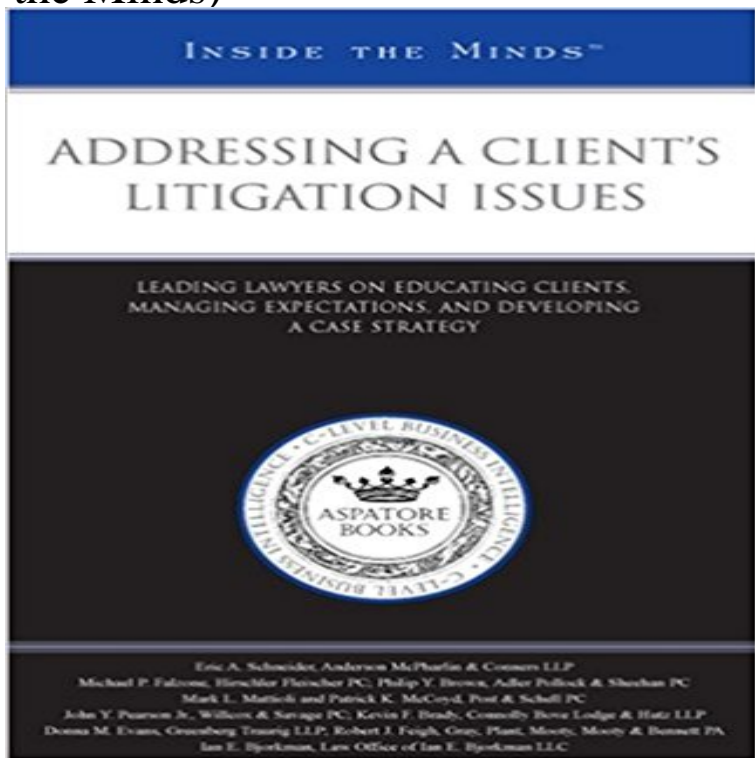


# Addressing a Clients Litigation Issues: Leading Lawyers on Educating Clients, Managing Expectations, and Developing a Case Strategy (Inside the Minds)



Addressing a Clients Litigation Issues is an authoritative, insiders perspective on best practices for counseling clients during litigation. Featuring partners and shareholders from some of the nations leading law firms, these experts guide the reader through the intricacies of the litigation process, with a focus on moving the client through each stage in a way that ensures expectations are met. These top lawyers reveal their advice on how to provide business-oriented service to clients, including strategies for minimizing costs in staffing, discovery, and attorney-client communications. From cost/benefit analysis and key settlement considerations to alternative dispute resolution and risk assessment, these authors explain important factors in discussing strategic options with the client to resolve the case in a way that best aligns with the clients objectives. Additionally, these leaders reveal their strategies to clients for facilitating the litigation process, outline techniques for maintaining a positive attorney-client relationship, and discuss the challenges associated with e-discovery in contemporary litigation. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts around the keys to success within this ever-evolving field. Inside the Minds provides readers with proven business intelligence from C-Level executives (Chairman, CEO, CFO, CMO, Partner) from the worlds most respected companies nationwide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is headed and the most important issues for the future. Through an exhaustive selection process, each author was hand-picked by the Inside the Minds

editorial board to author a chapter for this book. Chapters Include: 1. Eric A. Schneider, Managing Partner, Anderson McPharlin & Connors LLP - The Impact of the Fact-Gathering Process on Cost/Benefit Analysis in Litigation 2. Michael P. Falzone, Partner, Hirschler Fleischer PC - Navigating Litigation: Guiding Clients Through the Legal Process 3. Philip Y. Brown, Shareholder, Adler Pollock & Sheehan PC - A Clients Guide to the Litigation Process 4. Mark L. Mattioli and Patrick K. McCoy, Partners, Post & Schell PC - Client Strategies for Controlling Costs in Commercial Litigation 5. John Y. Pearson Jr., Member, Willcox & Savage PC - The Foundation of Litigation: Establishing Solid Client Bonds 6. Kevin F. Brady, Partner, Connolly Bove Lodge & Hutz LLP - Preparing a Client for Litigation in Todays Electronic World 7. Donna M. Evans, Shareholder, Greenberg Traurig LLP - A Proactive Approach to Commercial Litigation Client Strategies 8. Robert J. Feigh, Attorney, Gray, Plant, Mooty, Mooty & Bennett PA - Breaking Down the Barriers: Moving from Litigation to Resolution 9. Ian E. Bjorkman, Founder, Law Office of Ian E. Bjorkman LLC - Harmonizing Litigation Strategies with a Clients Business Goals Appendices Include: Appendix A: Sample Complaint Appendix B: Sample Interrogatories Appendix C: Sample Request for Production of Documents Appendix D: Sample Supreme Judicial Court Decision Regarding Motion to Dismiss

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