

Chris Carrington: *I want to know why the contract was written. I want to know what it's purpose was. I need to know all of the nuances and the subtleties. Frankly, I want to know what keeps the CEOs up at night. Once I understand that, once I become the subject matter expert in that field, I want to know how it works and why it works. Once I understand why a contract is executed, or why certain duties are owed to certain parties, then I have a better understanding of how to approach the case. I have a better understanding on how to educate the jury, or the judge, or the fact finder.*

I think there's a real benefit to our litigation strategy, which makes us, in turn, less fearful to weigh it into certain industries. People don't have endlessly deep pockets. And litigation is, often, prohibitively expensive. We take strains to balance those two competing forces. We try to do a lot of work on the front end to determine what the strategy will be when the case does come to a resolution at trial, even if it's two, three years later.

The rules of procedure are the same, regardless of the type of case, regardless of the claims or the dispute, regardless of the parties on either side. What changes is the industry, and the needs of the client, the history of the client, the nuances and the subtleties. The devil is always in the details, so by starting our approach with understanding that industry, we're able to, more fearlessly, litigate as the subject matter experts for that particular industry.