

## Negotiation/Resolution Counsel

Negotiating cases for settlement is an art. It requires experience, intelligence, and instincts. The economics of litigation require an honest and informed evaluation of the risks of the case and the costs associated with reducing those risks. There are cases where the client is best served by having their trial lawyers focus solely on litigating the case, while a skilled negotiation attorney handles the evaluation and negotiation aspects. While FormanWatkins is proud of our litigation heritage and abilities, our firm has deep experience in the resolution of cases. We have served as negotiation counsel for numerous defendants and have resolved claims totaling well over a billion dollars.

As negotiation counsel, we are unencumbered by the emotion and adversarial nature of litigation. Because of FormanWatkins' reputation with the leading plaintiffs' firms in the country, we can cut away much of the preliminary sparring, get to the real negotiation, and hopefully reach settlement. Not all cases should be settled, but settlement should be considered in all cases. Because of our experience, we are able to provide you with risk analysis and negotiation skills that allow you to make the best decision regarding settlement in each case. In the event you decide to try the case, you can rest easy, knowing that your trial counsel has continued to focus on the preparation for trial and has not been distracted by settlement discussions. We are confident that FormanWatkins does this better than anyone in the country, as evidenced by the repeat business we have from our clients and the recommendations we receive from existing clients to new clients.