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A SPECIAL REPORT

MASTERS OF THE COURTROOM **WINNING LITIGATORS**



GREENBERG GROSS

ALAN GREENBERG & WAYNE GROSS

■ **TELL US ABOUT YOUR BIGGEST TRIAL WIN FROM JANUARY 2018 THROUGH JUNE 2019 AND HOW YOU ACHIEVED THE RESULT FOR YOUR CLIENT.**

We obtained a complete defense verdict for Buchalter APC in a [Racketeer Influenced and Corrupt Organizations Act] lawsuit brought by Alta-Dena dairy heirs, who alleged that an estate planning attorney's misconduct required the firm to pay more than \$150 million. Before trial, which began in July 2018, the parties conducted more than 100 days of depositions, exchanged voluminous documents, and designated more than 20 experts.

The verdict, which followed 16 trial days, rejected all claims by the heirs.

After the trial, Buchalter's CFO gave the following quote: "We would also like to thank our lawyers, who were strategic, tenacious, and in consummate command of the evidence and the law."

■ **SHARE TWO TRIAL TIPS THAT HAVE BEEN KEY TO YOUR SUCCESS.**

1) Determine the most compelling narrative before trial so that pretrial strategy enhances the likelihood of success. Trials are often won before they begin.

2) Make all arguments, both to the judge and jury, and witness examinations, both direct and cross, consistent with your overarching theme. ■