



THE NATIONAL LAW JOURNAL

An **ALM** Publication

NLJ.COM | september 2019

A SPECIAL REPORT

MASTERS OF THE COURTROOM **WINNING LITIGATORS**

The lawyers in our 2019 special report took on high-stakes matters and won. Their victories for their clients run the gamut. They garnered a \$2.06 billion verdict for plaintiffs that developed cancer after pesticide exposure. They beat back a \$150 million class action filed against a storage company. And they scored a historic \$22.35 million defamation judgment. These star trial lawyers share their stories here. —*Lisa Helem*

Winning litigators



GREENBERG TRAUIG

RICHARD EDLIN

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

We represented a subsidiary of Korea Telecom in an action arising from the largest corporate fraud ever prosecuted in South Korea.

The fraud involved the shipment of computer products from a Korean company to an American company. One problem we had was that a key employee of our client was bribed by a company involved in the fraud, and another was that none of our fact witnesses spoke English. By win-

ning key evidentiary disputes, using understandable graphics and carefully telling our story as it unfolded in real time, the jury was able to understand that we were a victim of the fraud and awarded our client its full damages.

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

1) Figure out your story. If you don't have a story, you don't have a case. Then fold in your evidence so that your story is compelling and makes sense.

2) Speak simply to juries and judges. Simplicity requires courage of conviction, but simplicity is the essence of persuasion. ■

GT GreenbergTraurig

