

KLEIN & WILSON



MARK B. WILSON

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MOST LAWYERS IN ORANGE COUNTY SAY KLEIN & Wilson may be a small Newport Beach law firm — but it packs a big punch. The firm has recovered over \$50 million in such areas as business and real estate disputes and copyright claims. Despite its size, Klein & Wilson takes on big cases in areas as diverse as entertainment and toxic waste. Its adversaries are often the world's largest law firms.

TRIAL LAWYERS, NOT LITIGATORS If Klein & Wilson specializes in any area, it is trial

practice. Asked about the firm's trial experience, Mark Wilson said, "Many lawyers call themselves 'litigators' rather than 'trial lawyers' because they've never tried a big case. It is amazing how many 'litigators' have never seen a jury trial, let alone tried one. We are trial lawyers, not litigators."

A SMALL FIRM WITH BIG MUSCLE

But Wilson admits trials do not always go as planned. When the firm loses, Klein & Wilson knows its way around State

and Federal appellate courts. Wilson explained why the firm handles its own appeals, "Many lawyers argue trial lawyers should leave appeals to specialists. But picking up an appeal after trial is like coming to a battle site after the battle is lost. You cannot appreciate what went wrong if you were not there."

And Klein & Wilson's appellate record speaks for itself. The firm has won virtually every writ and appeal it has handled, including reversing two trial court judgments with one published opinion.

COURTROOM CLOUT Klein & Wilson is admired for its cutting edge courtroom technology. Gerald Klein lectures to some of the largest firms and government agencies in the country on the subject. "Jurors watch television more than they read books," Klein said. "Using video and animation keeps jurors engaged. Trials should be more 'show', less 'tell'."

Because the jury system creates uncertainty, Klein & Wilson conducts mock trials to learn what typical jurors think of a case. After reviewing mock trial results, the firm and its clients can evaluate settlement and trial strategy. In fact, law firms throughout the United

States hire Klein & Wilson to conduct mock trials on their behalf.

BEST BET What do the firm's clients say? Said one company president, "When we have a bet-the-company case, the only firm we would ever consider hiring is Klein & Wilson."

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