Your client needs an advocate who knows the ropes.

Most cases settle. Without adequate preparation, you may not obtain the best settlement for your client.

* Negotiating and Settling Tort Cases: Reaching the Settlement* gets you prepared – and keeps you prepared – for every step in the settlement process.

This must-have treatise provides the settlement strategies every personal injury attorney needs, from newcomer to experienced professional.

**Negotiating and Settling Tort Cases: Reaching the Settlement 2015-2016 edition**

by Guy O. Kornblum
If you’re going to settle, get the best settlement. And the best treatise on how to do it.

Most cases settle. And that means that most of your clients’ personal injury cases will benefit immeasurably from this comprehensive guide to settlement techniques.

Negotiating and Settling Tort Cases: Reaching the Settlement provides tips and strategies from a leading trial lawyer with decades of experience in getting the best results for his clients.

YOUR STRATEGY IS COMPLETE PREPARATION

Preparing for settlement is as important as preparing for trial. From case evaluation and constructing a demand to choosing the best form of settlement and achieving the best distribution of funds, this treatise will help attorneys plan and execute all elements of settling a tort case.

LEARN FROM AN EXPERT IN NEGOTIATION

GUY O. KORNBLUM is a partner in Kornblum, Cochran, Erickson & Harbison, LLP with offices in San Francisco, and Santa Rosa, California. Mr. Kornblum has specialized as a trial and appellate lawyer for 40 years. He has handled over 3000 litigated matters to conclusion and has several million dollar plus cases to his credit. He has represented hundreds of clients, small businesses, individuals, and large Fortune 500 corporations during his over 40 years of practice. He is highly regarded for his courtroom and appellate skills, and his representation of his clients in mediations, where he has a strong track record of successful settlements.

Mr. Kornblum is certified in Civil Trial Advocacy and Civil Pretrial Practice Advocacy by the prestigious National Board of Trial Advocacy, and is a Charter Fellow, American College of Board Certified Attorneys as well as the Litigation Counsel of America Trial Lawyer Honorary. Mr. Kornblum has been selected as a Super Lawyer each year since 2006, was selected as the San Francisco Bay Area’s 2010 Best Lawyer by a poll in the Nob Hill Gazette, and is a life member of the Multi-Million Dollar and Million Dollar Advocate’s Forum.

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