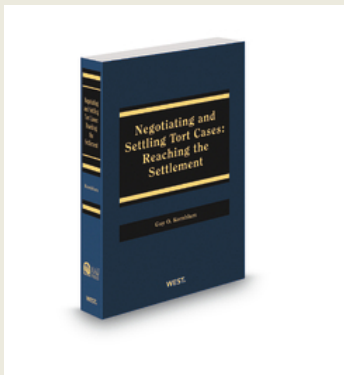


Your client needs
an advocate who
knows the ropes.



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

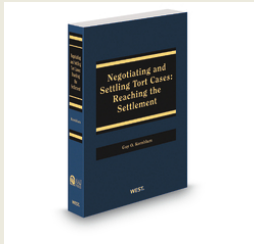
Negotiating and Settling Tort Cases: Reaching the Settlement gets you prepared – and keeps you prepared – for every step in the settlement process.

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.



**NEGOTIATING AND
SETTLING TORT
CASES: REACHING
THE SETTLEMENT,**
Guy O. Kornblum
\$90.00

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.

SUMMARY TABLE OF CONTENTS

- Chapter 1. An introduction to effective settlement techniques
- Chapter 2. Alternatives to getting to the goal line of resolution
- Chapter 3. Basic principles for negotiating disputes
- Chapter 4. Techniques for direct negotiation--Demand letters and follow up
- Chapter 5. Techniques for getting cases settled by mediation—Taking advantage of the marketplace for resolving lawsuits
- Chapter 6. Preparation for formal mediation
- Chapter 7. Preparing the mediation statement
- Chapter 8. Preparing your client for resolution
- Chapter 9. Negotiating techniques and strategies for getting through the mediation process successfully
- Chapter 10. Getting closure—Tools for getting to resolution by settlement or mediation
- Chapter 11. Finalizing the deal
- Chapter 12. Evaluation, negotiation and settlement of the insurance bad faith lawsuit
- Chapter 13. Anatomy of a wrongful death case—From complaint to settlement
- Chapter 14. Confidentiality in settlement negotiations and mediations
- Chapter 15. Negotiating the legal malpractice case: A case study
- Chapter 16. Some additional thoughts on the mediation process
- Chapter 17. The future world of dispute resolution: The mediation alternative to trial

BECOME THE SETTLEMENT EXPERT

20% discount

Contact Cathy Erlie at 1-800-328-9352,
x42134 for 20% discount

►Format: Book - softbound Components: Print 1
Pages: 804
Print Product Number: 41458858 Print Price: \$90.00

Shop online today at
legalsolutions.thomsonreuters.com