

## Business Litigation

When small- and medium-size businesses go up against larger corporations — whether it be over a defective product, a claim against a brokerage subsidiary, or other manner of commercial litigation — they face an opponent with deeper resources, and deeper pockets. That’s why it’s essential to work with attorneys who not only know the law, but how to take on — and prevail over — America’s most powerful companies. But there’s another consideration, too. Smaller businesses need a law firm that understands them, as well; how they work, and how they can afford to prosecute a law suit against a well-funded opponent. There are many firms that know how to work for a client, but few know how to work with one. Over our four decades of practice, Babbitt, Johnson, Osborne & Le Clair has squared off against some of the country’s largest corporations, building a record of success, and a reputation for aggressive, tenacious, and determined advocacy. We stand up to the largest companies — and we stand up for you. We’ve handled numerous plaintiffs’ cases, and have extensive experience creating litigation strategies that don’t just win cases, but protect and enforce the rights of our clients. We get the job done when other firms won’t even take the case. We also know that business litigation can be expensive, and the traditional hourly rate model is often untenable for smaller businesses, forcing them to forgo a suit — and their chances for recovery. That’s why we offer a business contingency practice, a model that makes more sense for the clients we serve — and ensures that a valid claim won’t go unanswered. Indeed, our practice offers the following key advantages:

- We don’t get paid unless you do. We collect a percentage of the settlement or verdict. We assume your risk.
- We have successfully represented clients on contingency for nearly 40 years. That means we understand risk — and have a track record for accurately judging a case’s probable success. If we take on a case, it’s because we think we can win.
- Our firm’s four lawyers have more than 100 years collective experience representing business litigation clients in front of juries.
- The results we’ve obtained for our clients have given us the resources to take on, and take all the way to a verdict, meritorious cases — even the most complicated and costly ones.
- By assuming the financial risk of each case, our interests are the same as our clients: to conduct, and conclude, the case in the most efficient, effective, and successful manner. We are motivated by results — not hourly billings.
- Our experience, dedication, and resources mean we’re not afraid to go to trial. We have gone before juries and judges in complex litigation — and we understand how they think. But we also know that trials take time, and the results are never guaranteed, so we work hard to settle cases when possible — and when the result is fair and appropriate for our clients. We know, too, that many companies are not accustomed to hiring plaintiff lawyers on contingency. And there’s good reason for that: Most business lawyers prefer the assured income hourly billings bring. But by taking the risk, we take on your case with a better understanding of your needs — and the motivation to get the best possible result. To learn more about how we work — and to let us learn more about your case — we encourage you to call us.

Am I really not going to have to pay hourly rates? Why should I hire an experienced trial lawyer as opposed to our regular business lawyer?