

# Contents

<b>Eric A. Schneider</b> <i>Managing Partner, Anderson McPharlin &amp; Conners LLP</i> <i>THE IMPACT OF THE FACT-GATHERING PROCESS ON COST/BENEFIT ANALYSIS IN LITIGATION</i>	7
<b>Michael P. Falzone</b> <i>Partner, Hirschler Fleischer PC</i> <i>NAVIGATING LITIGATION: GUIDING CLIENTS THROUGH THE LEGAL PROCESS</i>	23
<b>Philip Y. Brown</b> <i>Shareholder, Adler Pollock &amp; Sheehan PC</i> <i>A CLIENT'S GUIDE TO THE LITIGATION PROCESS</i>	31
<b>Mark L. Mattioli and Patrick K. McCoyd</b> <i>Partners, Post &amp; Schell PC</i> <i>CLIENT STRATEGIES FOR CONTROLLING COSTS IN COMMERCIAL LITIGATION</i>	53
<b>John Y. Pearson Jr.</b> <i>Member, Willcox &amp; Savage PC</i> <i>THE FOUNDATION OF LITIGATION: ESTABLISHING SOLID CLIENT BONDS</i>	69
<b>Kevin F. Brady</b> <i>Partner, Connolly Bove Lodge &amp; Hutz LLP</i> <i>PREPARING A CLIENT FOR LITIGATION IN TODAY'S ELECTRONIC WORLD</i>	85
<b>Donna M. Evans</b> <i>Shareholder, Greenberg Traurig LLP</i> <i>A PROACTIVE APPROACH TO COMMERCIAL LITIGATION CLIENT STRATEGIES</i>	99

<b>Robert J. Feigh</b> <i>Attorney, Gray, Plant, Mooty, Mooty &amp; Bennett PA</i> <i>BREAKING DOWN THE BARRIERS:</i> <i>MOVING FROM LITIGATION TO RESOLUTION</i>	<b>111</b>
<b>Ian E. Bjorkman</b> <i>Founder, Law Office of Ian E. Bjorkman LLC</i> <i>HARMONIZING LITIGATION STRATEGIES WITH</i> <i>A CLIENT'S BUSINESS GOALS</i>	<b>121</b>
<b>Appendices</b>	<b>139</b>

# Appendices

Appendix A: Sample Complaint	140
Appendix B: Sample Interrogatories	149
Appendix C: Sample Request for Production of Documents	155
Appendix D: Sample Supreme Judicial Court Decision Regarding Motion to Dismiss	162