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development and trial experience.

# WSHB PARTNER ROBERT HELLNER SHARES MEDIATION TACTICS AT CLM'S 2020 ANNUAL CONFERENCE

### Events

3.10.20

WSHB Partner Robert Hellner will be sharing mediation tactics in a highly anticipated panel at the 2020 Claims and Litigation Management Alliance's (CLM) Annual Conference in Dallas, Texas. "Mediation Tactics - Using Electronically Stored Information (ESI) and Claim Data to Reduce Reasonable Settlement Values" is the title of the panel to take place on Thursday, March 19, 2020 at 3:25 p.m. Mr. Hellner will be joined by fellow thought leaders Erin Hendrix (Beazley), Jeffrey Koonankeil (Euclid Specialty Managers), and Lindsay McNutt (Western Litigation).

The panelists will discuss their tactics for using ESI and claim data metrics for successful mediations and the reduction of reasonable settlement values. Tactics such as presenting ESI-vendor cost projections to plaintiff's counsel, data-mining correspondence, and providing historical award ranges in various jurisdictions can impact and even chill a claimant's desire to pursue litigation further, as well as educate opposing counsel on the true, shared costs associated with protracted litigation.

Robert Hellner is the Managing Partner of WSHB's Dallas office and a Partner in the firm's New York office. His practice focuses squarely on the defense of employment, professional liability and commercial litigation claims. As part of his litigation practice, Mr. Hellner has defended hundreds of sensitive discrimination, harassment and wage claims for his clients and in multiple jurisdictions across the country, including through verdict. Mr. Hellner is admitted to practice in Texas, New York, and Connecticut.

The CLM Annual Conference is the premier annual event for professionals in the claims and litigation management industries. The conference is a tremendous mix of interactive educational sessions and fun networking events. Participants can select from more than 100 collaborative educational sessions focused on all facets of the industry. This year's CLM Annual Conference is being held on March 18-20, 2020 at the Gaylord Texan Resort in Dallas, Texas.

### About Wood Smith Henning & Berman:

WSHB is a full service litigation firm with offices throughout the United States. The firm has tried over 1,000 cases to verdict, and is internationally recognized for its exceptionally high rate of success. Since the firm's inception in 1997 by trial lawyers David Wood, Kevin Smith, Stephen Henning and Daniel Berman, WSHB has been known as the national "go to" firm for complex civil litigation in professional liability, employment, commercial, medical malpractice and healthcare, construction, environmental, real estate, transportation, subrogation, toxic tort and intellectual property litigation. Additionally, WSHB also regularly handles first and third party coverage issues for the London market. The firm has been named one of the top four law firms in the nation for

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female lawyers, and one of the top five for diversity. WSHB's lawyers take pride in each and every case and all ultimate results. Most of all, WSHB is proud of their organic growth which translates into consistent results and handling office to office.