



WILLENKEN
WILSON LOH & DELGADO LLP

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WILLENKEN AT A GLANCE

Founded in 2002, Willenken Wilson Loh & Delgado LLP is a preeminent trial firm based in Los Angeles, California. Our lawyers, who have collectively tried nearly 200 cases to verdict, hail from the nation's top law schools and started their careers at some of the country's most prestigious firms. Over a quarter of our lawyers clerked for a federal judge. Unsurprisingly (to us at least), in 2015, Willenken was recognized as the second most prestigious litigation firm in the country based on the pedigree of our attorneys.

But fancy pedigrees are meaningless without the commitment to winning and proven results we describe in this brochure. Those results have helped us garner numerous other awards, including (i) having two lawyers identified by California's *Daily Journal* as a "Top 20 Lawyer Under 40", (ii) having one of our 2014 victories selected as a "Top 20 Defense Verdict" of the year by the *Daily Journal*, and (iii) being selected as one of ten elite law firms in the country for the *National Law Journal's* "Litigation Boutique Hot List" in 2014.

Notably, those awards are almost as impressive as our roster of clients. That roster includes Microsoft, Procter & Gamble, San Diego Gas and Electric, Motorola Solutions, Southern California Edison, Walgreens, Hilton Hotels, Southern California Gas, NBCUniversal, Ticketmaster, Starwood Hotels, Starbucks Coffee, KeyBank, Sears Holdings Corporation, Pacific Gas & Electric, T-Mobile, VIZIO, and Avis Budget, just to name a few.

So turn the page and find out what sets us apart. After all, it's our relentless commitment to winning that caused the head of litigation at a Fortune 50 company to once remark, "I'm tired of hiring firms that don't want to win. That's why I hire Willenken."

WHY CHOOSE US

You should choose us not because we tell you we are the best at what we do. Talk is cheap; virtually every law firm will tell you the same thing. Rather you should choose us for two simple, verifiable reasons:

- **We are a trusted go-to firm for some of the world's largest, leading companies.** If you choose us, you are making the same choice that many sophisticated clients have already made. *The American Lawyer* touted us as a “gutsy firm” with an “enviable client list” for a good reason. Nearly 40 Fortune 500 companies – like Microsoft, Procter & Gamble, Ticketmaster, Sears Holdings, Walgreens, and Starwood Hotels – have retained us to handle some of their most challenging and complicated cases. And they have done so *repeatedly*. For example, within just the last few years, we have handled over 40 substantial matters for Sears; two dozen cases for Procter & Gamble; 20 cases for Southern California Gas; 15 matters for Southern California Edison; and multiple class action cases for Microsoft. While we are thrilled to convert new clients, we are even more proud of the new cases we get from repeat clients. That speaks volumes about the trust we've earned.
- **We are obsessively results-driven.** The only thing we hate more than squandering time is wasting your money. Our focus at every stage of litigation is on executing what it takes to get the best result for our client, at the earliest point in time. And because we are singularly fixated on winning, we have no patience – or need – for fighting unnecessary battles or turning over extraneous rocks in discovery. For example, our opponents are often surprised at the brevity of some of the depositions we take, even of their key witnesses. But we know going in which specific facts or admissions we need to establish; once we get what we need, we're done. Notably, we are willing to stake our gain on this results-driven approach. In appropriate cases, we have offered alternative fee arrangements (including success bonuses, rate discounts, and hard and soft caps) that tie our firm's compensation to the result we attain for our client. After all, why should you hire us if we are not willing to bet on ourselves by sharing the risk?

WINNING MATTERS®

As trial lawyers, we are guided by one overriding principle: Winning Matters®. Our clients demand that we win – whether by verdict or motion, or even an optimal settlement. It is against this benchmark that we are ultimately and rightfully judged. On that score, we have earned our clients' trust by winning more than our fair share of cases. Consider a sampling of our recent successes and results:

- On behalf of Southern California Gas Company (a subsidiary of Sempra, a Fortune 300 company), obtained \$9.4 million trial court judgment and secured affirmance of same before the Ninth Circuit.
- On behalf of the country's largest dietary supplement manufacturer, secured summary judgment in a class action lawsuit in which the plaintiff alleged false advertising and violation of California's consumer protection statutes in connection with our client's marketing of an L-Arginine dietary supplement.
- On behalf of Microsoft, defeated class certification in *Gossoo v. Microsoft*, in which plaintiff alleged Microsoft violated the Song-Beverly Credit Card Act.
- On behalf of Microsoft, secured dismissal of a putative class action in *Sokolowski v. Microsoft* in favor of arbitration on an individual basis.
- On behalf of Procter & Gamble, obtained summary judgment in a trademark infringement case brought against its highly popular People's Choice Award Show and later secured affirmance by Ninth Circuit.
- On behalf of Ticketmaster, defeated Song-Beverly Credit Card Act class action with motion for judgment on the pleadings.
- Represented Walgreens in a patent lawsuit pending in the Central District of California that settled soon after the firm filed a Petition for *Inter Partes* Review with the United States Patent and Trademark Office.

GET TO KNOW US

To learn more about us, please contact one of the firm's partners:



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