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A SPECIAL REPORT

MASTERS OF THE COURTROOM **WINNING LITIGATORS**



PHOTO CREDIT: AMY CANTRELL

SUSMAN GODFREY

KALPANA SRINIVASAN & MAX TRIBBLE

■ **TELL US ABOUT YOUR BIGGEST TRIAL WIN FROM JANUARY 2018 THROUGH JUNE 2019 AND HOW YOU ACHIEVED THE RESULT FOR YOUR CLIENT.**

We won a \$706.2 million jury verdict for real estate analytics firm, HouseCanary, in a trade secret misappropriation, breach of contract and fraud case against Title Source. This win was on a counterclaim—after Title Source, now called Amrock—preemptively sued HouseCanary for purported breach of contract. During discovery, the case completely turned around: We learned that Amrock had stolen HouseCanary's trade secrets related to real estate valuation and appraisal analytics to build competing products. We proved as much to a San Antonio jury.

After a two-month trial, the jury found unanimously in HouseCanary's favor and rejected every single Amrock claim. The court entered judgment for \$740 million. The verdict is Susman Godfrey's largest ever.

■ **SHARE TWO TRIAL TIPS THAT HAVE BEEN KEY TO YOUR SUCCESS.**

1) Instruct your witnesses to tell the truth and be honest about any bad facts; be totally prepared to roast anyone who lies on the other side.

2) Treat jurors and the court with respect, and never, ever underestimate their ability to grasp issues. Be authentic in your presentation—jurors appreciate real people. ■

SUSMAN GODFREY