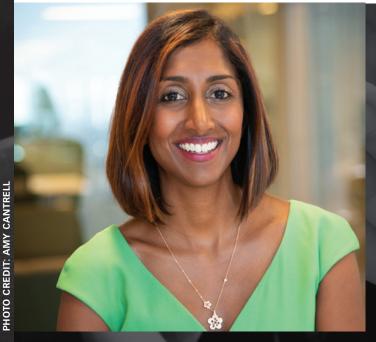
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A SPECIAL REPORT

MASTERS OF THE COURTROOM WINNING LITIGATORS





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