

# Shawn L. Raymond

## PARTNER

### What Other People Say

**I** first worked with Shawn while serving as CEO of Copano Energy – and I quickly decided only to use him and Susman Godfrey for all of our significant litigation matters. After Copano announced its pending sale to Kinder Morgan, several entities sued so as to try to extract a ransom and hold up the sale process. Shawn moved quickly to prepare me and our entire senior management to aggressively defend the cases – and it worked because the lawsuits were dismissed in a matter of days.

Five years later, my new company, Navitas Midstream Partners, was sued by two aggressive plaintiff firms representing persons injured in a pipeline rupture. As CEO, I immediately reached out to Shawn knowing he and his firm could provide us with the best defense both legally and strategically. The case involved complex facts, multiple parties, a host of insurance carrier disputes, and sky-high settlement demands that if paid could have put the company out of business. Shawn “quarterbacked” our entire defense, providing key strategies on all aspects of the cases, preparing our key management team for deposition, and even playing the plaintiffs’ counsel in a multi-day mock trial – truth be told I didn’t like Shawn too much while watching his opening and closing arguments during those sessions, but later came to appreciate how persuasive he was arguing for the other side. Perhaps most importantly, Shawn designed and executed a game plan to settle these lawsuits. His approach also kept a tight rein on attorneys’ fees as we worked towards settlement.

Shawn’s recommendation about the order in which to settle the cases proved instrumental in reducing the combined settlement outcome. He took a results-oriented, business-like approach with our board and executive team throughout the entire litigation process, and he was always available to counsel me at every twist and turn. Susman Godfrey is excellent at what it does, but Shawn is a particularly special kind of lawyer who aggressively manages complex cases while providing business savvy that creates a strong partnership-like relationship with his clients. I’ve gone to Shawn before when my company couldn’t afford to make the wrong choice on trial counsel – and I’d do it again.

***R. Bruce Northcutt, Former CEO, Navitas Midstream Partners and Copano Energy***

**S**hawn – I want to thank you for your excellent representation of our company, Capital Title of Texas, in a very important legal matter recently. Facing a large Fortune 500 competitor, we frankly needed the best representation possible. Despite their impressive out-of-state legal team, I think that your firm and you were more than enough lawyer for them. Our successful conclusion of this matter was a result of your prowess as an effective litigator, hard work and nationwide reputation of Susman Godfrey as an excellent litigation firm. Thanks again for your work on our behalf.

***Bill Shaddock, Owner & CEO, Capital Title***

**S**hawn and Susman Godfrey have been our go-to litigation counsel for all of our most significant, high-dollar and strategically important matters since before IntercontinentalExchange (ICE) became a publicly traded company in 2005.

I turn to Shawn and Susman Godfrey because they actually take cases to trial — and win. In my experience, when faced with having to try a case against Susman Godfrey, opposing counsel quickly find a more reasonable position in an effort to avoid trial.

I also value their versatility. Across both our defense and plaintiff work, Shawn and the Susman Godfrey team have achieved the same effective, efficient results.

***Johnathan Short, Former General Counsel, IntercontinentalExchange, Inc.***

**S**hawn tries to connect with his client on a personal and professional basis. He has passion and conviction around winning his client's case and he goes the distance on fact finding on every possible angle in his case.

***Jim O'Neil, Former CEO, Quanta Energy***

**D**ear Vineet, Shawn & Krysta — On behalf of the team at Kansas City Power & Light Company, I want to express our appreciation for the way your team handled the arbitration for KCP&L. You presented a very practical and honest perspective on the strengths and weaknesses of our case. The weekly status calls were a great way to keep the KCP&L team stay on top of deliverables and track the evolution of the arbitration. Your team dug in to understand the very technical nature of our dispute and put forth our best case. You also took the time to help us find an expert whose testimony became a crucial part of our case.

The talents and experience of the Susman team was apparent during the arbitration hearing. Despite some snarky comments and behavior from the other side, your team remained professional and courteous to all involved. This made an impression on us and the panel. It was a pleasure working with the Susman team.

***Denise M. Buffington, Director, Federal Regulatory Affairs and Corporate Counsel  
Kansas City Power & Light Company***

**I**n 2009 our business was “blindsided” with an unexpected lawsuit. We were caught completely off guard and really had no idea which way to turn. Fortunately, we were able to meet and present our situation to Shawn Raymond and Erica Harris — they truly worked as a “dynamic duo” on our behalf. They engaged the suing parties head on and in good faith. In less than sixty days the lawsuit was unconditionally dismissed and never went to trial!

Words cannot express the respect and gratitude I have for both of these brilliant lawyers. They routinely worked well into the night to bring resolve to this matter. If you want the best, I recommend Shawn and Erica.

***Rodney Stephenson, President, Trinity Retail Construction***

**N**othing makes me feel better than making the best of a bad situation.

In my dealing with Shawn Raymond, that is exactly what happened. I found myself in a bad situation (a lawsuit). Shawn and his team immediately and enthusiastically pursued all possible courses of action. Just the sincerity, the efficiency, the understanding, and the tolerance on the team helped me feel much better.

After months of hard effort, Shawn and his team fulfilled my dream of beating the other side, and having the lawsuit dismissed – truly making the very best of a bad situation!

I would highly recommend Shawn Raymond to help solve any legal problems you may find yourself in. I know that in the future, if I find myself in another bad situation, I will call on Shawn immediately.

***John Colson, Founder and Retired CEO and Executive Chairman, Quanta Services, Inc.***

**S**hawn Raymond, my lawyer for close to one year in conjunction with an employment arbitration, is a passionate advocate, a skilled tactician, and a person whose commitment to his client is enriched by his knowledge, sensitivity, and interest in the world swirling around him. . . .

While I have spent countless hours with lawyers in the course of my twenty-six year plus career in petroleum finance here in Houston, being placed in the position of having to hire a lawyer to enforce a personal bargain, and to defend oneself against the inevitable barrage of tactical counterclaims from a large corporate adversary, was daunting indeed. Shawn was meticulous in his preparation, and zealous in his efforts to ready me for depositions and trial, and worked hand in glove with all three of us to pull together all the facts to try the case.

Shawn was a steadying and calming influence. He infused all three of us with confidence that our case was rock solid and no stone had been left unturned. He was genuinely interested in us as people, and I felt he had real empathy for us as we battled through a grueling and intimidating process.

***Brian B. Hughes, Executive Director, Macquarie Bank Limited Houston***

**M**y consulting company had a major client who decided not to pay a hefty fee due under the terms of our contract, but who nonetheless claimed right and title to use—and was using—my company’s intellectual property. When I complained, the client CEO said: “You want to litigate? I’ve got over \$400 million in sales. How much you got?” I told him I had Susman Godfrey – and Shawn Raymond. Shawn thoroughly investigated the factual and legal issues surrounding this dispute and wrote a hard-hitting letter that Susman Godfrey sent to the CEO. As a result of Shawn’s involvement, my company got paid every single penny it was owed—without litigation. I’ve turned to Shawn in subsequent disputes because I know I can trust his opinion. “*Shawn est un véritable avocat.*”

***Gilbert Leistner, Chief Executive Officer, The Leistner Group LLC***

**N**ot surprisingly, Shawn exhibits all the traits you would expect from a partner in one of the nation's leading litigation boutique firms—zealous advocate, strategic thinker, charismatic and quick on his feet. But in my experience, what sets Shawn apart is his tireless “hands on” approach and his empathetic nature. Shawn dives into the minutiae of every case and is involved in its every aspect, no matter how menial the task.

This dedication provides my company, as the client, with assurance that all relevant information has been thoroughly considered by the lead attorney and of the most effect representation possible. Also, many say that all great trial lawyers demonstrate an identification with humankind, that they have an empathetic talent that enables them to communicate and relate to a client, a witness, or a jury.

I have been continually impressed with the respect that Shawn shows everyone on my team and his ability to understand not just the litigation but also the context of the litigation in the overall business. As this and his dedication to public service exemplifies, I believe Shawn possesses an ability to empathize that not only serves the public but also makes him an exceptional attorney.

***Douglas L. Lawing, Former Senior Vice President and General Counsel, Copano Energy***

**I** have started and operate a number companies. I work with many lawyers, have very many lawyers in my family and indeed my wife and I have law degrees . . . . Whenever we have potential litigation issues the first and only person I call is Shawn. I trust Shawn and his judgment and as a client confidently rely on him.

***Tripp Wommack, President and Chief Executive Officer, Sagebrush Oil & Gas***

... **T**he trial lasted approximately two weeks during which time I spent nearly 12 hours a day with Mr. Raymond and his colleagues. It was during this period that I got to know Mr. Raymond and had the opportunity to see him in action. . . . He was very well prepared and his preparation made a huge difference in the outcome of the case.

His insights into the trial process and tips for handling cross-examination were very valuable. During trial, Mr. Raymond presented the opening argument and handled a number of key witnesses including the experts that testified. He was very effective. Over the two week period, I have never seen anyone work as hard as Mr. Raymond did on our behalf. Throughout the entire trial, Mr. Raymond was constantly aware of everything that was going on . . . .

His involvement and credibility were both cited by the jury as one of the most effective and positive aspects of our case. He developed an excellent relationship with the judge. I believe that without Mr. Raymond's involvement we would not have been successful in this litigation. The jury ruled in favor of Cavalry on all issues of fact. In addition to the actual damages sought, the jury also awarded punitive damages to Cavalry of nearly \$45 million.

***Alfred J. Brothers, Jr., Chief Executive Officer, Cavalry Investments, LLC***

**S**hawn, it was great working with you and the rest of the Susman team. Given the financial implications of an adverse ruling, the outcome was important to Westar. Throughout the case you were extremely professional, and our “Gang of Six” who testified each came away very impressed with your preparation and presentation of Westar's positions. I was, too.

Everybody felt comfortable with giving their direct and cross testimony (and more than a few were a little disappointed that the other side failed to identify many of your “tough crossquestions”). You received rave reviews and several of our witnesses have reached out to both our General Counsel and me wanting to know “where the heck did we find those guys.” Too bad they didn’t get to sit through the whole thing – it was definitely an impressive showing.

What I saw you do to the other side’s damages witness was epic. You absolutely gutted the guy and left the other side with no viable damages model. It was a thing of beauty. That cross, along with your handling of every other aspect of the case, helps explain why we obtained a full victory! Thank you. And I look forward to working with you again.

***Lance Miller, Senior Corporate Counsel, Westar Energy, Inc.***

**I** could not have found a better attorney to represent me when I was blindsided with a claim by a venture capital group....

Shawn is absolutely on top of his game and a jewel for Susman Godfrey. Shawn was always available and well educated about the next steps.

Full of confidence and energy. I fully trust his skills to litigate and glad that he represented me.

***Shailesh Patel, CEO and Owner, River Oaks MRI & Diagnostic***

**S**hawn is the first person I would call if I had a case I could not afford to lose. He has the highest ethical standards of any attorney I know, and he is able to avoid the histrionics that add cost and delay to modern litigation. On top of that, his results are consistently exceptional.

***Aaron Morris, Associate General Counsel, Sunnova Energy Corporation***

**S**hawn is an outstanding trial lawyer and advocate, possessing every trait I want in an advisor – smart, responsive, unflappable, practical and solution-oriented. He maintains perspective and is collaborative when possible, but aggressive when necessary. We’ve relied on Shawn over the years and he has consistently delivered terrific results. I’m always grateful to have him in our corner.

***Martin Boskovich, Managing Director–Legal, Oaktree Capital Management, L.P.***

**S**hawn continuously demonstrates his commitment to creating the best outcome for his clients. His attention to detail, work ethic, and honesty are unsurpassed in the legal field. Equally important, he has a unique ability to break down complicated matters into clear, concise, and direct explanations, leaving you confident that you understand the intricacies of your legal matters. I have complete trust in Shawn for my legal advice.

***Michael MacGregor, CEO, IncubEx***

**S**hawn you are my go-to lawyer for all things litigation. Your strategic, tactical, and logistical approach to handling legal cases impresses me every time. Having you on my team when litigation arises allows me to focus on my business. I can't thank you enough, Shawn, for your support and guidance when things get litigious."

***Eddie Hebert, CEO, Tilden Resources***

**S**hawn Raymond is a trial gunslinger who doesn't miss when he shoots. And I appreciate that he prefers not to charge by the bullet!

I've had a front-row seat to watch Shawn in action in the courtroom. He helped convert a case in which the other side demanded more than \$100 million into a \$40 million judgment for us. And we were the defendant!

That incredible trial result occurred in no small part because Shawn kicked the living snot out of the other side's chief witness. I've never witnessed anything like the woodshedding Shawn performed on that CEO on the stand. I honestly thought the man needed a blood transfusion once Shawn finished with him. It was a cross-examination for the ages.

So don't let Shawn's nice-guy demeanor fool you. He'll take on anyone, anywhere, at any time – and he plays to win. He's got great instincts, is extremely well prepared, and is as smart as they come. To top it off, he works his ass off. When the bell rings, Shawn is the trial lawyer coming out of my corner each and every time.

***Gary Martin, Founder and President, R.J. Machine, Inc.***

**S**hawn is an exceptional lawyer who will continue to be at the top of my list. He is the rare combination of strategic, pragmatic, technically strong and personable. He is always thoughtful in bringing his client along and advocating for his client's interests with the highest degree of integrity. He understands the importance of working with in-house counsel as part of a seamless team. Simply said, Shawn is what good looks like.

***Monica Karuturi, General Counsel, CenterPoint Energy***

If you want a brilliant, world-class trial team led by the best, hire Shawn. Shawn is not only among the most experienced, skilled, and knowledgeable trial lawyers around, but he has a unique knack for understanding and persuading people. His skills at telling the story – including explaining the law and its application to the facts for his clients – are unparalleled. He is earnest, smart, approachable, responsive, an excellent communicator, and quick to engender trust, which results in his listeners consistently tuning in to his every word. Lightbulb moment after lightbulb moment, he effectively moves his listeners to agree with his conclusions. Not only is Shawn an excellent teacher, but he's receptive to feedback and input from others. Displaying humility and a staunch commitment to discovering the truth, he is willing to rethink and re-conclude when presented with new information, and he is quick to absorb and leverage key information and details that other trial lawyers may overlook to give his clients an edge in the courtroom. I always say that the best lawyers know that their work is not so much a science, but a form of art, and it was an honor to watch a truly gifted artist perform his craft on our behalf.

***Jessica Cicali, Chief Legal Officer and Chief Compliance Officer at S&B USA***

Shawn has great judgment, and his advice is always right on the money. Even if you are dead certain on something, Shawn will help you see the risk of your position. His practicality and level-headed approach to problem solving stood out from day one.

***William Byers, CFO, Manchester Energy, LLC***

Shawn is my first call for high-stakes plaintiff's-side litigation. He combines charisma with sharp advocacy and an instinct for strategy that can't be taught. Shawn knows when to apply pressure and when to ease off, always keeping the ultimate goal in sight. His judgment and ability to read the dynamics of a case give me confidence that we're in the best possible hands. I trust Shawn completely to deliver outstanding results when the stakes couldn't be higher.

***Bryan Rohm, Deputy General Counsel—Litigation,  
Major Claims and Investigations, TotalEnergies***

Our company engaged Shawn and Susman Godfrey to seek compensation for losses sustained in connection with a major trading partner. Throughout our engagement with Shawn and the Susman team, I was consistently impressed by their professionalism and dedication. They approached every challenge with thoughtful insight and a commitment to achieving the best possible result for our company. Shawn's engagement was personal, his advice was spot-on, his assessment of the situation was substantive and pragmatic.... Moreover, he acted as an advisor, objectively and dispassionately discussing the strength and weaknesses of our case. At a personal level, I found Shawn to be a terrific person.... I would strongly recommend Shawn and the Susman team.

***Andrew Robinson, Chairman and CEO, Skyward Specialty Insurance***

It is a personal “honor” and “privilege” to extol the virtues and accomplishments of Shawn Raymond and Susman Godfrey! There are not sufficient words to describe how grateful and appreciative we are to you and your colleagues for the guidance and support provided during the lengthy litigation at Seven Acres. Any person or business that is considering litigation or having to defend, could not make a better choice than selecting Shawn Raymond.

***Larry Buck, Board Member, Seven Acres Jewish Senior Care Services***

Shawn Raymond was a huge asset, advocate and trusted advisor for me, as General Counsel, as our company dealt with a particularly difficult litigation matter for the past five years (length of case no fault of Shawn's). I found Shawn to be appropriately supportive of our position while also being honest about potential shortcomings of the case. I have worked with attorneys in the past who were not as forthright in providing me an evaluation of my case which ended up as a great disservice to me.

Importantly, Shawn and his team took the time to really dig in and learn our business and mastered the voluminous documents that formed the basis for the case. Also, Shawn's knowledge of, and familiarity with, the judges, clerks and other attorneys in the Houston area and courts was invaluable in helping us value the case. Finally, not only was Shawn a great attorney for us, but he is a great person and such a pleasure to work with, even during the case's trying times.

All-in-all, we had a really good result in our case, largely to due to Shawn, and I would recommend him to anyone who needs an attorney for a tough case.

***Leslie Shaunty, Retired General Counsel, Skyward Specialty Insurance***

## **Shawn L. Raymond**

Susman Godfrey LLP

1000 Louisiana, Suite 5100 Houston, Texas 77002-5096

sraymond@susmangodfrey.com 713-653-7817