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# When Winning Matters

Schwartz Law Firm represents entrepreneurs and businesses throughout Minnesota, Wisconsin and Iowa in matters of business law and commercial litigation. We invited Brandon Schwartz to explain more about the firm and give us more information on its ongoing success.

**S**chwartz Law Firm has been in existence for more than 30 years and was started by Brandon's father, law partner and mentor, Michael D. Schwartz. Introducing himself, Brandon feels that he gained his competitive and winning mentality as a lawyer from playing professional hockey, as he explains how having people depend on him has helped drive him to become successful in his work.

"During college, I played hockey before playing it professionally, and I have found that the challenges unique to being a litigator have fueled my competitive spirit. I love having a client depend on me for what is often the biggest issues facing them at the time. The strategy that goes into being a successful litigator and the pressure of litigation, are aspects of my job that I thoroughly enjoy."

Possessing a regional presence, the practice has offices located in Minnesota, Wisconsin and Iowa. Brandon comments on the diverse client base that the firm often works with, and what the firm provides clients are looking for that something extra.

"Our clients range from individuals to local start-ups to multi-national multi-million-dollar corporations. When a client requires intelligent and experienced counsel, they want to work with attorneys who will zealously, ethically and diligently work to achieve their goals. In addition to our business practice, we provide counsel in matters of health care, general litigation and family law."

**"Today, with internet research on attorneys being so easy and simple, I think the award provides support to the referrals that our clients give us."**

Regarding the firm's business strategy, Brandon and the team ensure that the client service that they deliver and the results that the practice produces are at the highest level, which subsequently guarantees return business, as many of the clients the firm gains are due to word of mouth.

"As a discrete law firm, we do not advertise and find that providing top-notch, honest and zealous representation

has resulted in satisfied clients who are our greatest referral sources. When a business or individual needs representation, they want to hire an attorney that their friend, colleague, or another business used with great results and whose referral they trust. We provide that representation by ensuring that our client's questions are answered during the entire process, and by aggressively advocating for their best interests."

Featuring as part of the 2018 Leading Adviser Awards as the Leading Civil Trial Attorney of the Year in Minnesota, Brandon tells us what this means for him and his firm and how it will help moving forwards.

"Today, with internet research on attorneys being so easy and simple, I think the award provides support to the referrals that our clients give us. Being recognized is humbling given the number of high quality litigators in Minnesota."

Within the legal industry, there are many challenges and opportunities which the team are constantly having to adapt to, and Brandon explains what techniques the team employs in order to stay ahead of any developments which are likely to arise within the legal sector.

"Currently, I think the challenge in litigation today, which is not necessarily unique to Minnesota, Wisconsin or Iowa, is the cost of litigation. With how contentious litigation has become, with how uncooperative some attorneys are, with the volume and costs of discovery (and in particular, Electronically Stored Information), and motion practice, some individuals and businesses simply cannot afford to litigate their dispute to conclusion. This is unfortunate as there are some disputes that should be resolved on the merits, rather than out of necessity due to the costs associated with ongoing litigation. With every new case, we look at these issues and put together a game plan to help work towards our client's goal expeditiously, cost effectively, and zealously."

Within the firm, Brandon is keen to point out that staff, including his step-mom office manager, Kathy, and brother process server, Tyler, play an extremely important role in the success of Schwartz Law Firm. He comments on the availability of both himself and the team at all times, remarking how clients have expressed a lot of satisfaction with the firm's team after working with the firm.

"Internally, all of the team are extremely important to the success of our firm. Unlike large law firms, when a client retains us, they will work with the same attorney and same paralegal throughout their case and not get passed down to a different attorney or staff member. Our clients also have our cell phone numbers, so unless Michael or I are in trial, a hearing, or a deposition, they are usually able to get a hold of us whenever need be. Our staff provide assistance, where appropriate, to help minimize expenses and our clients have expressed their satisfaction with our staff in helping move their case to completion."

In his concluding comments, Brandon signs off by outlining Schwartz Law Firm's future aspirations, maintaining that the firm is in a great position, and he is quick to praise the clients that the firm works with, before stating that both he and his law partner are motivated to do the best in law.

"Moving forward, we are in a fortunate position in that we have clients that we enjoy working with, issues that we enjoy litigating, great office locations, competent staff, and supportive family. We want to continue to utilize our assets to obtain the best possible results for our clients. Both Michael and I love litigating and enjoy working together, and when you love what you do and you have the support of those around you, positive outcomes occur."

