

On a Must-Win Moment's Notice— Ready, Set, Go

Patton & Ryan, LLC

When John W. Patton Jr. was growing up, he loved Perry Mason and sports. He played baseball, football, basketball and boxed as a Golden Gloves amateur. He was the captain of his college boxing team. By then, he was already planning to be a trial lawyer. The similarities and differences between sports and his legal specialty aren't lost on Patton.

On the most basic level, people are drawn to sports because until the final horn blows, nobody knows the outcome—there's the promise of a fair battle and a chance to win. The same may be said about a case that goes to trial, with a significant difference. When the gavel falls, these are real lives, real must-win moments with real money and futures at stake.

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— John W. Patton Jr.

"We specialize in defending companies on a moment's notice against catastrophic loss," says Patton, founder and Managing Partner at Patton & Ryan, LLC. "We stand in a courtroom with little time to convince a group of strangers to make a fair decision based on facts, regardless of personal sympathies, bias, or the size of our client's revenues, and possibly send someone with terrible injuries out the door with nothing or less than what they're asking."

Patton & Ryan has saved insurers and self-insured organizations billions of dollars in matters of professional and product liability, personal injury, and catastrophic loss. Municipalities, manufacturers, construction and transportation companies,



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among others depend on Patton & Ryan to successfully defend their interests in negotiations or trials nationwide.

"Reasonable settlements begin with strong trial preparation and a law firm that knows how to win in court," points out Patton. "Clients or their general counsel call us because they know we will build a strong case and go the distance if a settlement is impossible or out of the question."

Trial lawyers need the same fearlessness, focus, and on-demand energy that the best pinch hitters and closers in baseball have. "In the ninth inning when the game is on the line, you put the person up to the plate or on the mound that has the best chance

to win," says Patton. "In court or at the negotiation table, that's an experienced person who pays attention and relentlessly uses their skills to adapt and keep fighting. You have to be 100 percent immersed in presenting your case for the jury to decide. If you're hoping to get saved by a settlement or a continuance, you've lost before you even started."

The Art of Persuasion

Patton believes his firm has the best trial lawyers in the country. He encourages people to check their track records and talk to their clients. The proof is in the positive results in hundreds of cases in 26 states. "There are no naturals, like Robert Redford in the movie," he says. "Credibility and experience are earned. We hire bright, competitive attorneys and train them right. More importantly, we keep our promises and build trust, not just with clients, but with colleagues and in the courtroom with judges and juries."

One of the most important things Patton learned as a boxer was that the difficult months in the gym honing your skills, practicing, throwing punches and getting punched are where the fight is won. Once you're in the ring or court, the structure is simple. You play to your strengths. You throw your crosses. You take a hit. You counter. You keep fighting to the end.

"The stakes are high, but what we do isn't fancy," says Patton. "We tell our story. We make our arguments confidently and intelligently. We take a complex situation and make it easy to understand what happened and what's fair. We share a language. We live in the same world. We respect the jury and the process to decide what's fair. That's the promise we want. Isn't that what justice is about?"



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