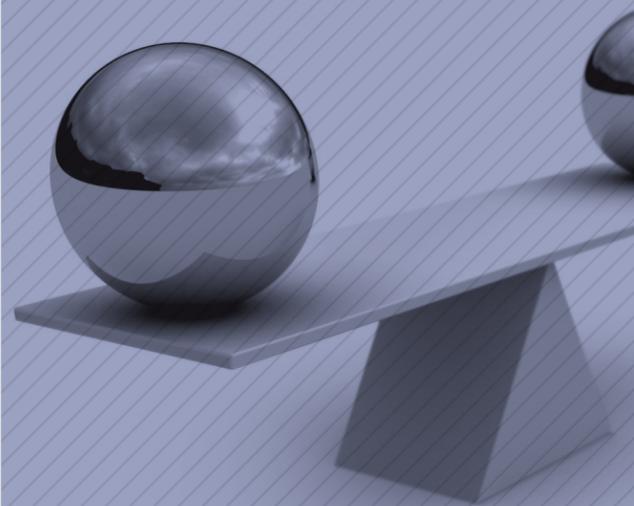


persuasive
perceptive

THE RIGHT BALANCE
to guide you through
Insurance Coverage matters.



Kenney Shelton Liptak Nowak^{LLP}
Easy to work with. Tough to beat.

Insurance Coverage Group

KSLN's Insurance Coverage Group has been built over the years under the principle that form follows function. Many firms claim expertise in insurance coverage, but most of them staff coverage files with attorneys whose primary focus is in another area of the law. Frequently, firms do not have dedicated insurance coverage groups and instead ask defense attorneys to also market themselves as experts in coverage counseling and litigation. In our experience, this leads to mistakes in analysis, misplaced strategy, and poor results.

KSLN's approach is markedly different. Our coverage group is composed entirely of attorneys with true coverage expertise. Most of the attorneys in our group practice coverage law exclusively. Coverage is the primary practice area of all members of the group.

Insurance coverage is a highly specialized area of law. Even simple underlying claims and suits can trigger complex coverage issues. Often, cases present coverage issues that are undecided or the subject of conflicting decisions. Such hotly contested disputes are watched carefully by the insurance industry and coverage attorneys who solely represent policyholders. As such, insurance carriers must have coverage attorneys who can provide effective representation in a given case, and who are also attuned to the insurer's overall position on emerging coverage issues.

The KSLN Insurance Coverage Group works closely on a daily basis with our clients to ensure that each case is handled with each of these considerations in mind. Also, unlike some areas of the law, coverage often defies local considerations. This is why our group is designed to provide clients with state-wide and regional representation.

Our coverage attorneys practice in all state and federal courts, and are experienced in the differences in rules, procedures, and cultures from court to court. Our ability to represent our clients on a state-wide basis ensures consistency and efficiency. Our clients also benefit financially, as we work with clients to establish rates that are significantly lower than those charged by the coverage groups of large firms or coverage boutiques.

“KSLN's approach is markedly different. Our coverage group is composed entirely of attorneys with true coverage expertise.”

smart

WE REPRESENT:

- > Domestic insurance companies headquartered throughout the United States
- > Foreign insurers
- > Major national insurers
- > Mutuels, specialty underwriters, and surplus lines carriers
- > Wholesale brokers
- > Managing general agents

AREAS OF PRACTICE:

- > Commercial general liability
- > Construction insurance
- > Excess and umbrella coverage
- > Homeowners, property, and errors and omissions
- > Commercial auto/trucking
- > Underwriting, regulatory, and training issues

timely

collegial

At Kenney Shelton Liptak Nowak LLP, you'll find a group of attorneys and professional staff who are easy to work with but tough to beat.

We've been described this way by clients and opponents alike, because it's true. In every endeavor, **we strive to strike the right balance** between practicing law at the highest level, and being down-to-earth people. At KSLN, we've set ourselves apart by delivering good results and being good people, and it works.

firm

Established in 1994 as an insurance defense and coverage litigation firm, KSLN represents insurance companies, self-insured companies, workers' compensation carriers, third party administrators (TPAs), and individuals in New York and Pennsylvania, through offices in Buffalo, Corning, New York City, Rochester and Syracuse. Partners Patrick S. Kenney, Judith Treger Shelton, Thomas E. Liptak, James S. Nowak, Timothy E. Delahunt and Shari Jo Reich manage the firm, which has expanded to include:

- > Workers' Compensation
- > Toxic Tort and Environmental Law
- > Commercial Litigation
- > Business and Corporate Law
- > Matrimonial Law
- > Family Law
- > Residential Real Estate
- > Wills, Estates, Trusts and Probate

We are a top choice for carriers and TPAs across New York State. Our measured growth has afforded clients the depth required to manage great volume without sacrificing the relentless pursuit of excellence and client care upon which the firm was founded.

relationships

Our client relationships are among the strongest you'll find. We provide a full complement of counseling and litigation service to our clients. We work closely with our clients' inside counsel and claims and underwriting professionals in the resolution of insurance coverage disputes, and regard our representation as a team effort in which both counsel and client play a vital role. While we are prepared to try any case and win, we understand that the better result for our clients often involves fashioning a business solution consistent with their goals and philosophy.

For a comprehensive profile of our insurance coverage practice and group, please visit us at www.kslnlaw.com. If you have an insurance coverage matter that you would like to consult with us about, or if you are interested in learning more about the scope of legal services KSLN provides, please contact us at 800.447.9544 or 716.853.3801. We look forward to hearing from you.

professional
authentic

Responsive

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