

tenacious
judicious

THE RIGHT BALANCE
to guide you through
Insurance Defense matters.



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

Insurance Defense Group

At KSLN, our defense attorneys are trial lawyers, not litigators. What does that mean? It means that from day one, we treat each case as though it may go to trial and we prepare accordingly. It also means that we view discovery as an essential tool to properly position our clients for the best possible result rather than a convenient method to bill unnecessary time. Our extensive trial experience affords us the skill required to provide you with early "diagnosis." If we believe that a case should be settled, we'll tell you sooner rather than later so that you can accurately set reserves.

That said, we also recognize that a growing number of carriers are relying on alternative dispute resolution as an effective means of achieving their desired outcome. As your legal advisor, we will recommend a course of action that balances your stated objectives with our professional assessment of the case, to maximize your chances for a positive result.

We know insurance defense. Many firms will trump up their "expertise" in a wide range of practice areas; few truly have the experience we do in your industry. We don't burn time and frustrate our clients by viewing their litigation guidelines as optional. Rather, we pride ourselves on strict compliance with litigation guidelines because we know that you rely on timely and accurate reporting in order to meet your company's obligations.

file management protocol

When it comes to establishing a relationship with a law firm, one thing is for sure. You want a legal partner who you can count on, no matter what. At KSLN when we tell you that as a matter of protocol, one of our managing attorneys will provide case evaluation within 24 hours of the referral, we mean it. Our number one priority is to protect our clients and minimize their exposure.

Upon consultation with the client, a managing partner assigns the case internally or assumes responsibility for the case. Subject to client approval, the case is assigned to a partner or senior associate within our insurance defense group who has demonstrated a high level of experience with the type of case submitted.

Our lead attorney coordinates file management with his/her legal team consisting of a dedicated paralegal and legal assistant. In this regard, we pride ourselves on the fact that we have an extraordinarily low rate of turnover in our professional staff, giving our clients an added measure of confidence in the continuity and quality of service they receive.

Our attorneys are in constant communication with you throughout the litigation process. We understand that decisions about file handling are joint ones, made by the claims representative/client and KSLN defense counsel. In this way, we develop a relationship marked by mutual trust and prevent end game surprises.

When you choose KSLN as your legal partner, you choose insurance defense and litigation attorneys who are highly experienced in the rules, procedures and culture of all New York State and Federal Courts. Our team in Buffalo, Rochester, Syracuse, Corning, New York City, and Erie, PA, are well-poised to represent you across the state and beyond. You also benefit from a legal team who knows how to efficiently and effectively manage all aspects of the file, including:

- › Written Discovery
- › Depositions
- › Motion Practice
- › Pre-Trial Conferences
- › Mediation/Arbitration/
Alternative Dispute Resolution
- › Trial

reserve assessment

We are keenly aware of the importance of early and accurate reserve assessment. Therefore, we take very seriously the effort to promptly identify the issues critical to each case and make recommendations to our client on the potential exposure both in liability and damages. If that evaluation changes for any reason, we will advise you immediately. Our goal is to provide you with an accurate evaluation and damage assessment within 160 days of receipt of a new matter. This enables adjusters to appropriately reserve each file. Our experience has taught us that clear and precise communication at the outset leads to better outcomes and a stronger relationship.

smart

WE REPRESENT:

- > Major National Insurers
- > Multi-national Insurers
- > Regional/
New York State Insurers
- > Workers' Compensation
Carriers
- > Third Party Administrators
- > Businesses and Corporations
- Construction
- Developers
- > Individuals

AREAS OF SPECIALIZATION:

- > Architects and Engineers
- > Sports Law
- > Auto
- > Construction Labor Law
- > Insurance Agents' and Brokers'
Errors and Omissions
- > Motorcycle
- > Ski Accident Defense
- > Transportation
- > Trucking
- > Liability
- Amusement Park/
Recreation/Entertainment
- Liquor
- Municipal
- Premises
- Products
- Professional
- Dog Bite/Animal

accessible
collegial

timely

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. Many firms
talk about client service, but few
count their clients as friends.
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), insurers and their insureds, and individuals in New York and Pennsylvania, through the firm's 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 regionally 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.

professional
authentic

relationships

Our client relationships are some of the strongest you'll find. We spend a lot of time getting to know you and your business so that we may successfully advocate on your behalf. We believe that authenticity, honesty, and good will are key ingredients to turning business associates into lifelong friends. At KSLN, you'll meet people that you actually like.

If you have an insurance defense 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 716.853.3801, or visit us on the web at www.kslnlaw.com. We look forward to hearing from you.

effective
Responsive

KS
LN

BUFFALO | CORNING | ERIE | NEW YORK | ROCHESTER | SYRACUSE



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