

# THE NATIONAL LAW JOURNAL

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A SPECIAL REPORT

## WINNING LITIGATORS

The lawyers in our 2018 special report scored great results for clients in high-stakes matters. Among the wins: obtaining a big victory for a pharmaceutical company in its first bellwether trial; defending a credit

card company in antitrust litigation; and scoring a home run for the Boston Red Sox. We've invited these star litigators to tell their stories and share their trial tips. We present them here. —*Lisa Helem*



# winning litigators

## WILLIAMS & CONNOLLY

ANA REYES AND STEPHEN RABER

### ■ TELL US ABOUT YOUR BIGGEST TRIAL WIN FROM JANUARY 2017 TO JULY 2018 AND HOW YOU ACHIEVED THE RESULT FOR YOUR CLIENT.

In the first case in which a former head-of-state has been tried in the U.S., we secured judgment for the former Bolivian president and his defense minister. Plaintiffs wrongfully claimed they were responsible for deaths during a violent overthrow of the government. After 11 years of litigation and a three-week trial, the jury returned a split verdict and the court dismissed the remaining claim. We won through thoughtful perseverance. We endured sensational allegations and a hostile Bolivian government (led by the person who overthrew our clients), but stayed focused on collecting evidence. We planned carefully to ensure the admissibility of evidence at trial, a crucial step given the extensive international discovery.

### ■ SHARE TWO TRIAL TIPS THAT HAVE BEEN KEY TO YOUR SUCCESS.

1) Trust your associates to carry the ball. Our associates took trial depositions, questioned trial witnesses and argued motions. Everyone was therefore fully involved, which led to more collaboration and better decision-making.

2) Don't panic. Every trial has setbacks. If you are well-prepared and keep your cool, you can overcome them. Lawyers perform best when they stay focused and positive. ■

