

Patrick J. Lamb

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Education

- JD, *cum laude*—University of Michigan School of Law, 1982
- BS with distinction, Northwestern University, 1978

Affiliations

- Member, Federal Trial Bar
- Economic Club of Chicago
- International Association of Defense Counsel
- Federation of Defense and Corporate Counsel
- Admitted to bars of the United States Supreme Court, Courts of Appeal for the Fourth, Seventh, Eleventh Circuits

Blog

- “In Search of Perfect Client Service” - www.patrickjlamb.com

I attribute my success in large part to the path I took to get to where I am today. I joined the Chicago law firm Katten Muchin & Zavis when I graduated from law school in 1982. At that time, Katten was a mid-sized firm whose clientele tended to be entrepreneurs. As a result, I had considerable contact not only with “the client,” but more importantly, with people who ran the businesses. To survive in that environment, one had to learn the value of short, direct answers. We did not have the luxury of lengthy analytical memos. We learned to look at our effort as an investment, always focusing on whether the payoff justified the investment.

I was fortunate to spend a great deal of time in court, and I tried a number of cases. When my mentor was sued personally (the firm also was sued), he tapped me to defend him and the firm. I was tapped again later by another partner who was sued personally in the aftermath of a tremendous pro bono success he had achieved for the highly publicized “Bambi Bembenek,” whose story was touted in books and a movie. While my personal relationships with these partners increased the pressure to win, I was honored to be their choice. My mentor had himself been mentored by the famed trial lawyer Edward Bennett Williams, who founded the legendary Williams & Connelly firm in Washington, DC. To this day, my mentor’s praise that “Edward Bennett Williams could not have done a better job” is a source of great satisfaction. The verdict in our favor on both cases was unanimous.

I tell the stories of the trials of my former partners because their request that I represent them when their reputations were on the line amount to the highest endorsement I have ever received. But courtroom accomplishments are only a small part of the story. I learned early on that most clients hate the uncertainty and high cost that accompany trials and instead want business solutions quickly.



Among the clients I've represented:

Fruit of the Loom
IDEX Corporation
W.R. Grace
United Waste Systems
USA Waste Services
Waste Management
US Filter Corporation
RF Surgical Systems
Cole Taylor Bank
Wells Fargo Bank
Crown Mortgage Company
GAF Corporation
Reichhold Chemical Company
FMC Technologies
Veolia Water North America
Viking Pump, Inc.
Baxter Healthcare

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Recent Speaking Engagements

2008

- Hildebrandt's Marketing Partner Forum, *Supercharging the role of Marketing Professional during times of extreme change*
- Chairman, Harris Martin's *Peripheral No More, Part IV*, Asbestos Conference (featured speaker on Defending Companies With Incomplete Corporate Histories)
- Counsel on Call Education Series, *Business Development and Blogging*
- American Conference Institute, *Controlling Litigation Costs*
- National Employment Lawyers Conference, *Winning Alternative Fee Arrangements*
- Inside Counsel Magazine's *Managing Litigation Like A Business* (scheduled)

Articles

- "New First Year Salaries Mean More Alternative Fee Arrangements," *Corporate Counsel*, July 2007
- "Best Practices Emerge From Client-Focused Planning," *Corporate Counsel*, January 2007
- "E-Discovery: Litigation's Latest Black Hole," *Corporate Counsel*, May 2006
- "The Fanciful World of Memories: Science Undermines Many of Today's Claims," *Corporate Counsel*, February 2006

In this context, the ability and willingness to take a dispute to trial are tools to achieve the best possible resolution. If your opponent fears a jury verdict, that fear can be exploited to our client's advantage. The "trial tool" is one of many in the Valorem Toolbox™. Our other tools—budgeting tools, fee estimation protocols, decision trees, and others—are intended to bring business discipline to the litigation process. We discuss these tools and our approach to litigation in more detail on our website, www.valoremllaw.com.

One of the traits I learned when working with entrepreneurs early in my career is to look for business solutions to business problems. I love it when I have been able to arrange for my client to buy the company suing us, for example, or when, through creative mediation, we have been able to resolve matters for much less than reserved. The application of creativity to litigation problems is one of my strengths.

In that way, I consider myself more street-fighter than book-smart. There are too many times when pristine logic and rigid adherence to precedent has not carried the day as it might in a more perfect world. We live in a world of small-town judges, of bias and prejudice, of people who fight. The true talent lies not just in being flexible enough to execute different strategies, but being able to see the right approach for the environment in which the problem exists. To that end, I believe in working closely with the business people at the center of the problem and the in-house team to develop a strategy and identify tactics designed for the environment in which the dispute lives, and then executing relentlessly.

From a substantive standpoint, I have spent considerable time over the years representing clients in mass tort claims, including acting as National Coordinating Counsel and National Trial Counsel. I also have handled numerous post-acquisition disputes for clients following roll-up business plans that spawned considerable litigation around the country. Beyond this, I have handled numerous fraud investigations and suits, contract and warranty claims, construction claims, professional liability, lending, minority shareholder and similar disputes that businesses experience more frequently than they prefer.

I have been blessed with great client relationships and many of these clients would be pleased to tell you about their experiences with me. So feel free to ask me about references.