

AGGRESSION HAS ITS OWN VALUE: ANTHONY MACRI ON TRYING CASES

In Texas Hold 'Em, the saying goes that "aggression has its own value." When a player who decides to play a hand follows through and plays it out until the end, his counterparts have no choice but to take him seriously. On subsequent hands, they will hesitate before betting against him, because they respect him as a formidable opponent.

A client's circumstances ought never to be compared to or thought of as a game. This anecdote is not meant to reduce the serious situation that is any legal process to the level of a hand of poker, but merely to illustrate an important point.

Many attorneys argue that trial is something that ought to be avoided at almost any cost. They believe it risks the client's case too much and that a settlement, even one that results in unjust compensation, ought to be sought out in every situation.

Trials are admittedly stressful. They require a tremendous amount of legal knowledge, oratorical skill, and intestinal fortitude on the part of the attorneys involved, and, just as importantly, patience and cooperation on the part of the clients. Many attorneys fear trying cases, or at least attempt to avoid them whenever possible. **BUT THIS IS RARELY IN YOUR BEST INTERESTS.**

As in the example of poker, opposing attorneys hold enormous respect for lawyers who try cases. They must take these lawyers seriously, because failure to do so can result in a massive verdict against them.

Conversely, if the opposition knows that your attorney rarely or never tries cases, they will make poor settlement offers. They will offer substantially less than the value of your case because they do not fear your attorney.

An attorney such as this will more readily accept these weak offers, knowing internally that he or she cannot hold the opposition accountable in the courtroom. Networking and communication are integral elements of the legal profession. Most attorneys will be very familiar with all lawyers in their area. Reputations spread quickly. If your attorney is consistently unwilling to try cases, make no mistake, insurance companies and prosecutors will use this to their advantage. Your attorney will not achieve the optimal outcome for you.

Anthony Macri has a markedly different outlook. Unafraid of trying cases, he has thrived in the courtroom throughout his career. Macri won his first 11 trials, and has maintained an excellent record in the 30 subsequent years since then. He has never lost a medical malpractice case in which he refused an insurance company's offer.

Macri takes pride in trying cases when necessary. He prepares extensively and works tirelessly throughout the process to win cases. As a result, he has developed a reputation amongst his opponents, one quite different from those established by many of his counterparts. They know that he will not accept meager offers. They know that they must take him seriously, or they will risk millions of dollars. They respect Anthony Macri, and, thus, they will respect you.

Macri recognizes that it is preferable to settle cases when a just offer has been made. He attempts to settle all cases out of court when possible, and will never risk your case unnecessarily. However, he will not accept unjust compensation. When the opposition fails to make a strong offer, he will take them on aggressively and see your case through to its optimal outcome.

Aggression has its own value. As a result of his willingness to try cases, Macri often receives substantially better settlement offers and plea bargains from the onset. When he does not, however, there are few attorneys more competent in the courtroom. Standing and speaking for those who have been wronged, Macri believes, is the ultimate duty in his profession.