

# BUSINESS LITIGATOR ROBERT G. KLEIN

## PERFECTING THE ART OF TRIAL



By Anthony Calderon

*S*p, there you sit. Jury duty. God knows you tried everything short of leaving the country to get out of this but it's finally caught up with you. You quickly scan the eleven other unlucky souls next to you as you prepare for what you're pretty sure is going to be the most boring case imaginable: something involving copyright infringement – oh, yeah, 'high profile,' you think flippantly, 'I'll have to hide from the paparazzi on my way out.' Your mood, however, quickly shifts once the case starts.

You realize this Attorney, Robert Klein, is actually a likeable guy with a real quick sense of humor. His case presentation is more like a Media Event, with snippets of video testimonials, engaging graphics for exhibiting his evidence, and dramatic ways of displaying ordinarily dull documents; his arguments flow in a clear, linear stream – Robert Klein is a jury's dream Attorney because he's a natural storyteller. Suddenly, you're not so sure there won't be paparazzi camped outside when you leave... You might even end up on Access Hollywood. HW: "You have such a dynamic personality I'm really surprised you're not an Entertainment Attorney. Why did you choose Intellectual Property?"

**ATTORNEY ROBERT G. KLEIN:** "Well, I find Intellectual Property very interesting; the way people try and ride the coattails of other successful businesses – sometimes intentionally, other times not – but everyone has a right to protect what's theirs."

HW: "That's what it really comes down to."

**ATT. KLEIN:** "Yes. If you work hard to build your business and create a trademark identifying your company, that trademark

should be respected. If someone comes along and tries to divert your customers away by developing a trademark resembling yours, they're taking money out of your pocket. And consumers don't like being manipulated and fooled either; the public has a right to be free from confusion.

HW: "I guess I never really looked at it that way."

**ATT. KLEIN:** "No problem – that's why I'm here... I also do a lot of 'breach of contract' work, things like helping construction companies receive fair payment for work rendered."

HW: "And you started out as a CPA"

**ATT. KLEIN:** "Well, that gave me my real understanding about the way businesses work which, for me, is truly fascinating. To be a proficient Business Litigator, I have to know any and all aspects of commerce."

HW: "Preparing for this interview I read your website and was intrigued by Qui Tam. Can you tell me more about that?"

**ATT. KLEIN:** "Qui Tam is a provision of the False Claims Act established in 1863, which basically deals with people trying to defraud the Government, which directly results in our tax dollars being stolen by unscrupulous individuals. I mean, the United States cannot afford to throw money away – we have a war going on, we have important social services that need to be funded... There is no "us" and "them" when it comes to Qui Tam – it affects us all – so my Firm handles Whistleblower cases."

HW: "When a person witnesses someone defrauding the Government and notifies authorities."

**ATT. KLEIN:** "Yes. And the Government does give out monetary rewards for doing that."

HW: "Really? How much? ...Not that I'm just looking for a monetary compensation – just doing the right thing is my reward."

**ATT. KLEIN:** "Of course it is... The reward varies, depending on the case, but you'll be happy."

HW: "Why do you think you've been successful as an Attorney?"

**ATT. KLEIN:** "I think, number one, because I really handle everything myself – I don't delegate anything. I like rolling up my sleeves and doing the work myself... I also develop a good relationship with my clients, so I end up having clients who stay with me for years."

HW: "You become their Business Attorney for life."

**ATT. KLEIN:** "Exactly."

HW: "What should our readers look out for when choosing a Business Attorney for themselves?"

**ATT. KLEIN:** "Look for Lawyers who are honest with you, and try to give you an evaluation of your case, based on your evidence, before you make a decision to sign with them, and don't always go to the person who agrees with EVERYTHING you say... Look for honesty and sincerity."

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