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ARIZONA'S CIVIL LITIGATION LEADERS

Wilenchik & Bartness uses its practical approach to prepare for mediation and the courtroom

Fighting for their clients and never giving up. That's what Wilenchik & Bartness, highly experienced civil and criminal attorneys in Phoenix, Scottsdale, Houston and New York, are known for. And now, Becky Bartness is handling mediation and arbitration as well as complex transactions.

Founded by Dennis I. Wilenchik in 1991, formerly a senior partner in civil litigation at the international law firm of Squire, Sanders and Dempsey, he was soon joined by his wife, Becky Bartness, who was formerly General Counsel of Chase Bank, and District Court Law Clerk and associate at the then-oldest firm in Arizona, Evans, Kitchel & Jenckes. The firm provides high-level civil litigation services to a select group of clients in the real estate, business, and construction sectors, as well as transactional work. The attorneys also provide commercial arbitration/mediation and tax litigation services in a mid-size firm.

Wilenchik was born in Brooklyn, New York, where he got his fighting spirit from his grandfather, a professional boxer. He studied acting in college, and later worked for CBS as a page through school. These days, he still gets to act, but in a courtroom reading his own script, rather than on stage. He has been a nationally certified civil trial advocate for many years with the National Board of Trial Advocacy. He is a former chair of the State Bar Trial Practice Section, President of the County Young Lawyers, is a rated SuperLawyer, Top Rated Lawyer, and voted Best Trial Lawyer last year by *AZ Foothills Magazine*.

"I see elements of acting in trial work. Of course sincerity is the key to good acting or good trial advocacy. I also enjoy the challenge of presenting complex facts into simple and compelling themes, that turn negatives into positives," he says. "I also see our strength as always looking for the practical and most efficient way of meeting the client's objectives in the most cost efficient manner."

Bartness is a trained mediator, with a concentration in real estate, commercial, banking and environmental law, and commercial mediation. She is a member of the Real Estate and Alternative Dispute Resolution Sections of the ABA and State Bar. She enjoys problem solving in complex business and real estate disputes and was a certified real estate specialist for many years.

Jack Wilenchik, their son, is also a lawyer in the firm. He takes on many pro bono cases, and also handles labor law. This commitment is a big source of pride for his dad.

"We have been fortunate to grow as a law firm, to serve our clients and to make sure they have the support needed for complex civil litigation," says Bartness.

Recently, the attorneys have brainstormed approaches for speedy resolutions of cases, Bartness' specialty.

"Mediation is really a form of negotiation that facilitates the parties," she explains. "We sit down and search for a solution in a calm, logical way. Litigation often results in a win-lose



proposition, and no one comes away happy. Mediation can offer a much quicker, more cost-effective option, especially in cases involving complex matters."

"While mediation is more common in the areas of family law and labor law, commercial law has yet to use mediation on a large scale," Becky says, adding that she hopes the firm can help lead the way.

"We will go to war, if that's what is required. But, we also believe strongly that the best deterrent to any battle is being prepared."

- DENNIS I. WILENCHIK

Wilenchik & Bartness' aggressive and experienced attorneys have worked with impressive cases during the firm's 22 years in existence, and the firm is well known and regarded for its practical approach.

"We are competitive with big firms, and we use technology to compete and cut to the chase sooner to achieve the client's goals. We don't milk cases," Dennis Wilenchik says. "We try to be creative and don't follow the paint-by-numbers way of doing business. We believe in prosecuting all cases and not just defending them. We hope to

provide value in doing so. And nobody is going to intimidate us in court. I have felt at home in court since I was a bailiff 36 years ago. We will go to war, if that's what is required. But, we also believe strongly that the best deterrent to any battle is being prepared, while seeking peace.

"But, you must open up the lines of communication at the same time to resolve disputes, because in the end that is really what is in the best interests of all litigants," Mr. Wilenchik says. "It is a tough balancing act but that is why people hire us. We strive to creatively resolve disputes. No one wins when everyone is left dead on the field."

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