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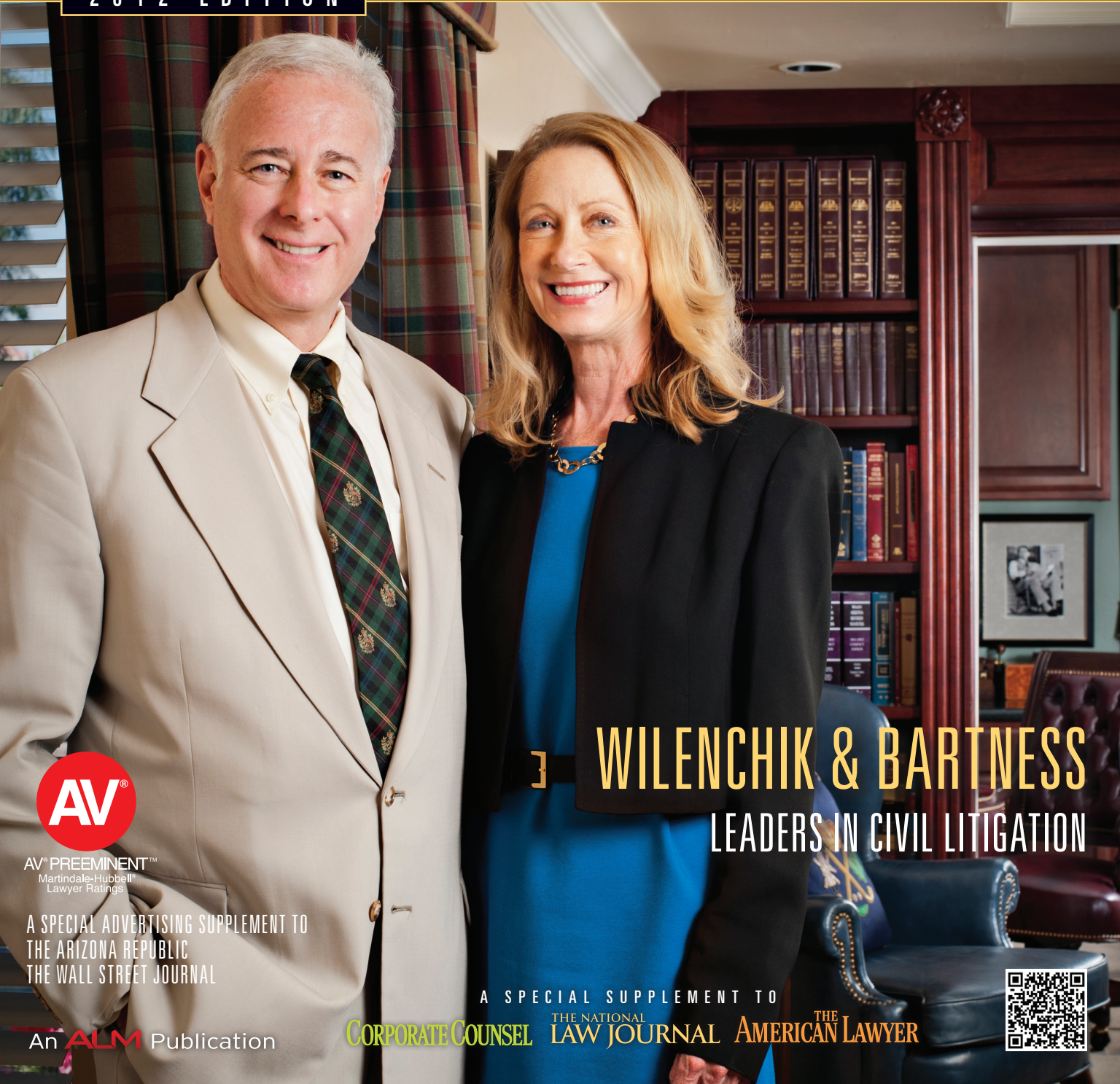
PRESENTS

ARIZONA'S

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WILENCHIK & BARTNESS
LEADERS IN CIVIL LITIGATION



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ARIZONA'S CIVIL LITIGATION LEADERS

Wilenchik & Bartness uses its family dynamic to prepare for mediation and the courtroom

Fighting for their clients and never giving up. That's what Wilenchik & Bartness, experienced attorneys in Phoenix, Scottsdale and Houston, are known for.

Founded by Dennis I. Wilenchik and Becky Bartness in 1991, both formerly involved in civil litigation at large law firms, the firm provides high-level civil litigation services to a select group of clients in the real estate, business, and construction sectors. The attorneys also provide commercial arbitration/mediation and tax litigation services.

Wilenchik was born in Brooklyn, New York, where he got his fighting spirit. He studied acting in college, and later worked for CBS. 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 and recently added a specialization as a pretrial specialist with the National Board of Trial Advocacy. He is a former chair of the State Bar Trial Practice Section.

"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. I also see our strength as always looking for the practical and most efficient way of getting to the client's objectives in the most cost efficient manner."

Wife Bartness is a trained mediator, with areas of 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 and enjoys problem solving in complex business and real estate disputes and was a certified real estate specialist for many years. Immediately prior to joining the firm, Bartness was General Counsel of Chase Bank of Arizona.

Jack Wilenchik, son of Dennis and Becky, joined the firm less than a year ago. The transition of joining the family firm was not easy. Right before taking the Arizona Bar exam, Jack Wilenchik donated a kidney to his mother, Bartness. Since then he has tried his first jury trial successfully without aid of his parents.

"I don't know what was more painful – the bar exam or having a major organ removed," Jack Wilenchik jokes. "I was lucky to be able to give my kidney to my mom. The surgery was minimally invasive, and I was able to get back to work right away."

Jack Wilenchik doesn't limit his generosity to family, but makes it a priority to give back to the community through taking on pro bono cases. This commitment is a big source of pride for his dad.

"I'm proud of my son and our family's ability to translate our beliefs into action through law," Dennis Wilenchik says. "Many people, who need a lawyer, wouldn't otherwise get the help they need if it were not for our pro bono work. It is done from the heart."

The father and son also host and produce a radio show on legal topics and interviewing public figures, called "Legalese" that airs Wednesdays from 4 to 5 p.m. on 1100 AM KFNX. They have done it for fun for over a year as a public service.

Working with family is not only pleasant for Dennis, Jack and Becky, but their clients benefit, too.

"In effect our clients pay for one attorney, but really get three," says Becky with a laugh. "We love to brainstorm about cases. It's all part of the family dynamic at our firm." The firm is proud of its other attorneys too, and is rapidly growing to 15 lawyers even though it was not the goal of the founders to really grow at all.

"It has just happened to serve our clients and to make sure they have the support needed for complex civil litigation."

Recently, the attorneys have brainstormed approaches for mediation 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 in a big way, Becky says.

"Our firm believes that meeting our clients' best interests is more important than how much money we make through litigation," she says. "Mediators are trained in how to keep the discussion moving forward, and we empower parties to create their own solutions. Mediation allows for a more creative process."

Wilenchik & Bartness' aggressive and experienced attorneys have worked with impressive cases during the firm's 21 years in existence.

Jack Wilenchik fought for the Sussex family when the State Land Department sought over \$490,000 in damages for trespassing on land that the family had continuously occupied since 1892.

His fight for justice came out as a victor in the end, with the Sussex family paying a nominal damage fee, the minimum amount for damages. More recently, the firm secured a settlement for a client in a high-value dispute case against a national corporation.

"We are competitive with big firms, we use technology and cut to the chase sooner. 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 feel at home in court since I was a bailiff 35 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.

"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. It is a tough balancing act but that is why people hire us."



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—DENNIS WILENCHIK

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