

Winston & Strawn's Dan Webb Profiled in *Chicago Lawyer's* "This Will Only Take a Moment"

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Winston & Strawn chairman [Dan Webb](#) was featured in *Chicago Lawyer's* "[This Will Only Take A Moment](#)" on November 1, 2012. This marks the first in the publication's series which will profile local lawyers, their best practices and what they enjoy most about practicing law. Olivia Clarke, editor of *Chicago Lawyer* spoke to Mr. Webb about trial preparation, opposing counsel, and electronic discovery.

In regard to his preparation, Mr. Webb explains how he starts each case with a simple framework. "I have to always find a simple framework in which I can market or sell a case. No matter how complex the case is, no matter how difficult the case is, no matter what the facts are, you cannot market or sell a case unless you can find a simple, straightforward, common sense framework in which you can fit all of your evidence into."

He continues by explaining that he, like all trial lawyers, is a salesman who is marketing or selling a view of each case. Therefore it is essential to keep the message simple and straightforward.

Regarding opposing counsel, Mr. Webb discusses how he often becomes close friends with his opponents, explaining "we are trying to make sure that something called justice occurs in a court room. And we can be civil and cooperative with each other, and still fight like the devil in front of the jury."

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Dan Webb