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TOP BOUTIQUES 2018

COMPLEX COMMERCIAL LITIGATION

Willenken Wilson Loh & Delgado LLP

LOS ANGELES • SAN FRANCISCO

When Paul J. Loh and the other founders of Willenken Wilson Loh & Delgado left Quinn Emanuel Urquhart & Sullivan LLP in their late 20s and early 30s, they had no clients, but were confident their entrepreneurial spirit would bring them success.

“We did it because we were young and foolish but also very entrepreneurial and wanted to control our own destiny,” Loh said.

Founded in 2002 by the late New York trial lawyer Lou Willenken and four lawyers, formerly of Quinn Emanuel, Willenken Wilson Loh & Delgado now represents mostly Fortune 500 companies in complex commercial litigation, with a special emphasis on intellectual property, class actions, and product liability litigation.

Since the firm’s inception, Willenken Wilson Loh & Delgado has selectively grown from five to 15, adding only lawyers from top-tier firms or schools, said Loh.

“In terms of growing our firm, what we look for is consistent with how we started: You get people who have worked at top litigation firms, not just any firm, second-tier firm, but the top, the elite,” Loh said.

Senior associate Amelia L.B. Sargent said since joining the firm named partner Jason H. Wilson,



Sam Diephuis / Special to the Daily Journal

From left, Eileen Ahern, Sherin Varghese, Paul Loh, Mayra de Aguiar, Amelia Sargent, Justin Goodwin, Jason Wilson and Aarti Wilson of Willenken Wilson Loh & Delgado LLP.

who joined the firm shortly after its founding, has helped her develop the skills needed not only to become a great lawyer but a good businesswoman as well.

“The first few days that you walk into the firm, Jason comes by your office and hands you two books: one is called, ‘The Trusted Advisor,’ and the other is called, ‘Rainmaking,’” Sargent said. “He talks to you about how you’re going to develop not only the skills you need to be a great lawyer but also the skills to develop a good business.”

Sargent joined the firm three weeks before her first trial with Willenken Wilson Loh & Delgado. On her first day, Wilson told her she would second chair a breach of contract suit.

“My eyes got very big but then Jason said, ‘Don’t worry because at this firm a trial is an opportunity and not a crisis,’” Sargent said.

Lumens Company Ltd., a South Korean LED manufacturer, retained Willenken Wilson Loh & Delgado to defend against multiple causes of action for \$16 million brought by GoEco LED LLC, alleging that Lumens had ruined its business and reputation. *Lumens Co., Ltd. v. GoEco LED LLC*, 8:14-cv-01286-CJC-DFM (C.D. Cal., filed Aug. 12, 2014).

After the entire firm collaborated to write nine motions in limine — exposing a fatal flaw in the opposing counsel’s case, the judge vacated the trial on his own motion and ordered cross motions for summary judgment. After Sar-

gent argued the motions, the court granted Lumens a total victory on all contested issues, adopting the exact reasoning stated in the firm’s briefs.

Willenken Wilson Loh & Delgado’s 15 lawyers have collectively tried over 200 cases to verdict. With appearances before the U.S. Supreme Court, the firm also has a robust appellate practice, as well as a white collar and internal investigations practice.

While some litigation firms emphasize their experience, Wilson said he prefers to focus on winning.

“We think what is important to clients and what the orientation should be for a litigation and trial firm should be getting great results for the clients,” said Wilson.

— Blaise Scemama