

Using CaseMetrix Reports to Support Client Conversations & Mediation Strategy



Managing Client Expectations

- Attorneys use CaseMetrix reports to **help clients understand the realistic value of their case.**
- This supports client counseling and **keeps expectations grounded** during negotiation.

Educating Clients About Trial Risk

- Attorneys frequently **show clients defense verdicts to demonstrate the risk of going to trial:**
 - **Zero-dollar awards**
 - **Verdicts substantially below the last settlement offer**
- This helps clients understand the **potential downside of trial and feel more confident in choosing to settle.**

Using Reports at Mediation

- Many attorneys bring CaseMetrix reports to mediation:
 - Some use them during opening statements.
 - Others send specific reports into the opposing counsel's caucus room during negotiations.
 - We recommend **sending CaseMetrix reports** to opposing counsel **prior to mediation**, as this allows defense counsel adequate time to **secure additional settlement authority** prior to mediation.