

## Trial Pros: Gibson Dunn's Orin Snyder

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Orin Snyder is a litigation partner in the Gibson Dunn & Crutcher LLP's New York office. He is co-chairman of the media, entertainment and technology practice group and a member of the crisis management, white collar defense and investigations, appellate and intellectual property practice groups.

Snyder is a former federal prosecutor and regularly counsels clients — both corporations and senior executives — in confidential matters, including criminal and other government investigations, whistleblower cases, fraud investigations, FCPA and money laundering, obstruction of justice, insider trading, tax fraud and allegations of personal misconduct.



Orin Snyder

### **Q: What's the most interesting trial you've worked on and why?**

A: Voom v. Dish. As the plaintiff in one of the biggest breach of contract cases ever tried in New York State court (suing for damages of \$2.4 billion), we had to translate complex agreements and dense accounting into a simple and coherent narrative of betrayal. More interestingly, we told the story of the contract breach through the eyes of our clients, who developed the television programming at the heart of the case. The jury wanted to rule in our favor because they believed in the creativity and vision of our clients. In that sense, the trial became a touching homage to their creativity and innovation.

### **Q: What's the most unexpected or amusing thing you've experienced while working on a trial?**

A: In that same trial, a lead witness for the other side shoved my father in the back as she stormed out of the courtroom in anger after berating me and the judge in front of a packed courtroom. The entire courtroom was in shock. I had never seen anything like that, even as a federal prosecutor. The incident received widespread (and bemused) media attention, with one headline blaring, "Dish exec hit my Dad, says Gibson Dunn attorney."

### **Q: What does your trial prep routine consist of?**

A: A few months before trial, we go into lockdown. We live, breathe and sleep trial prep. We set up a central war room in a large conference room with white boards that map our trial prep regime. We check in every morning and again in the evening to get aligned as a team. I liken trial prep to getting in perfect shape for an athletic event. You have to work hard, practice discipline, stay focused and pace yourself. Speaking of athletics, I work out every morning before trial prep and trial. The workout is a key

ingredient of trial readiness. It keeps me centered and loose — and poised to win.

**Q: If you could give just one piece of advice to a lawyer on the eve of their first trial, what would it be?**

A: Relax, stay calm and have confidence that you know your case and are prepared. Preparation and confidence are your friends. Also, get at least seven hours of sleep the last two-three days before trial begins. The tired trial lawyer makes careless errors. The rested trial lawyer has the edge.

**Q: Name a trial attorney, outside your own firm, who has impressed you and tell us why.**

A: Ted Wells. He is a master storyteller and a master of the facts. His humanity and intelligence shine through in the courtroom. He is real and tough at the same time. He is a true warrior and formidable adversary.

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