



MARK LANIER

THE LANIER LAW FIRM

AS YOU'VE PROBABLY GATHERED, MARK LANIER IS NOT YOUR RUN-OF-THE-MILL TRIAL LAWYER.

In a sure sign of respect, Lanier once was hired by an asbestos manufacturer after the company had just lost a separate case where Lanier was the opposing lawyer.

Not satisfied with traditional methods of investigation, Lanier supplements his trial exhibits by searching for evidence in every place he can imagine, including shopping for hard-to-find exhibits in online auctions including eBay.

Unhappy with the perception of trial lawyers as money-grubbing, left-leaning liberals, the conservative Lanier formed the Christian Trial Lawyers Association. "I'd love for the public to start associating trial lawyers with Christians," he says.

Lanier and his 24-lawyer firm are well-known for representing the "little guy" against huge insurance companies and giant corporations. At the same time, large corporations often call on Lanier for advice regarding litigation strategy and trial tactics.

MAKING THINGS HAPPEN. Lanier is a former divinity school student who chose the courtroom as his pulpit. In court, he looks

for opportunities to create Perry Mason moments. "I want the jury to 'ooh' and 'aah,'" Lanier says. "Whether my client is a person or a company, they rely on me to make things happen."

SUCCESS IN LAW. SUCCESS IN LIFE. How successful is trial lawyer Mark Lanier?

Last year, superstar entertainer Reba McEntire performed at the Lanier Law Firm Christmas party for 8,000 of the firm's closest friends, colleagues and yes, even Lanier's courtroom opponents.

"It's the one time a year when you can set aside your differences," he says. "There's more to life than just lawsuits."

Previous Christmas celebrations at the Lanier home near Houston have included entertainment ranging from comedian Bill Cosby to singer Diana Ross. While adults munch on barbecue and slurp alcohol-free beverages, children who attend the annual celebration enjoy a mega-sized playground and ride a working railroad engine that chugs across Lanier's estate.

ONE-OF-A-KIND LAWYER. As you've probably gathered, Mark Lanier is not your run-of-the-mill trial lawyer.

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