

ELITE TRIAL LAWYERS



JEREMY HEISLER, LEFT, DAVID SANFORD, KATHERINE KIMPEL

Sanford Heisler

David Sanford believes that one way Sanford Heisler distinguishes itself is its willingness and ability to commit resources to “level the playing field,” even when it’s up against firms 50 times its size. It’s also selective: In 2013, the firm chose 43 cases to represent of 900 cases reviewed. “People know that when we’ve chosen a case, we’ve got the goods.”

Sanford Heisler, recognized for representing workers charging employment discrimination and qui tam cases, has had a record of success. Among recent victories: representing one of the whistleblowers

in a \$762 million settlement against biotech giant Amgen Inc.

“To take on behemoths, trial lawyers need confidence, integrity and intelligence, to be creative and resourceful,” Sanford said. “Our attorneys come from top law schools and could go anywhere. They come here because they believe in what we do.”

So do clients. “The big firm I first looked at told me to write all the details of my case down and then they’d review it,” said Marc Thomas, a plaintiff in a class action employment discrimination suit a decade ago. “David sat down with me for three hours and got to know the case and me even before deciding to take it. Who I was mattered as much as the case.”

—PAT WECHSLER

FIRM FACTS

LOCATION OF MAIN OFFICE: Washington | **NUMBER OF PARTNERS:** 9

KEY TO WINNING

“A jury notices everything, but what they really pick up on is a lawyer’s integrity and credibility. Regardless of how smart you are, if you demonstrate a lack of one of those qualities it will be to your client’s detriment.” —DAVID SANFORD