



Stanford eCorner

Listen to Practical Advice

Martin Nichols, *DLA Piper*

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Video URL: <http://ecorner.stanford.edu/videos/2587/Listen-to-Practical-Advice>

Attorney Martin Nichols believes clients should receive the best practical advice from an attorney, even when the client is in a legally superior position during a negotiation. Nichols shares an anecdote where he needed to explain to a client the practical value of not fighting for a previously agreed on payment, to avoid being exposed to legal costs of an even greater amount.



Transcript