MEDIA MENTIONS

Nicholas Secco Authors ALM | Law.com Article on How to Win When Retained on the Eve of a Jury Trial

NOVEMBER 25, 2026

Authors: Nicholas J. Secco

Featured Practices: Litigation

Benesch Litigation Partner Nicholas Secco authored an article published in ALM | Law.com's Litigation Daily on how trial lawyers can succeed when they are brought in on a jury trial at the last minute. In "The Alchemist: How to Win When You Are Retained on the Eve of a Jury Trial," Nick explains that a late-stage substitution can quickly turn from an exciting opportunity into a quagmire if the transition is mishandled, since the inherited record rarely looks the way new counsel would have built it.

Nick's solution is a disciplined, four-part approach to turning a flawed discovery record into a compelling trial narrative: (1) Evaluate the record to develop trial themes; (2) test your trial themes; (3) identify and cure gaps in the record; (4) adapt trial techniques to the existing record.

Nick concludes that success in a late-stage trial substitution depends on identifying compelling human narratives and creatively overcoming deficiencies of proof.

Read the full article: The Alchemist: How to Win When You Are Retained on the Eve of a Jury Trial | Law.com