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It is very important as a defense attorney because, you see, I know how prosecutors think, and I know how criminal cases are put together, both state and federal. I know how these investigations unfold. A lot of what I do in white collar criminal defense is what we call pre-litigation, which is to say, case has not been brought. Your client is under investigation. How does he find that out? Subpoenas are served. Search warrants are served. Maybe the client is contacted by the FBI. And at that point, I can interpret what's going on for the client. I could explain what the next step is going to be.

I can't delay or hinder the investigation, but I can assist the client in basically getting their ducks in a row, organizing documents, and presenting a case to the authorities about why your client should not be indicted or charged. And if that fails, at least negotiating a pre-indictment disposition and resolution of the case before you ever go to court. That's always the best thing. When a client's, generally, particularly criminal realm, they want to stay out of court. If we wind up in court, you're well behind.