

Steve Barham and Nate Kinard Published in Bloomberg Law

Steve Barham and Nate Kinard were published in [Bloomberg's Law](#)'s Professional Perspectives hub. Their article, ["When to Sue Over Faulty Widgets,"](#) tackles key points to consider before filing a sale-of-goods lawsuit. With sections titled, "Understand Your Ultimate Goal" and "Evaluate Critical Contract Terms & Legal Issues," the article presents a thorough process for answering important questions businesses may have when considering filing a lawsuit.

Here's a direct snapshot from the article:

Use an objective eye when evaluating your case and understand from the beginning what you seek to achieve. It is hard to avoid an overly rosy view of a potential case. A judge or arbitrator, however, won't have your perspective. If your goal is for a reasonable settlement, remember that you'll be trying to convince the seller to pay up, and they'll have a tendency toward myopia in their favor.

The best way to make a confident projection is to take a methodical approach. Understand your ultimate goal, reconstruct the bargain, check the boxes, evaluate major contract terms and legal issues, consider the forum for suit, factor in other practical considerations, and then revisit your goal.

For more information on Steve and Nate's professional prospective, please [read the full Bloomberg Law article.](#)

Steve is a shareholder in the litigation and risk management section who focuses his practice on complex business litigation and often represents health care groups, medical revenue cycle management companies, and consumer lending and leading entities across the country on a range of disputes. For more information on his practice, please visit [Steve's bio.](#)

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