

The Law Offices of Eric S. Oto

Mission Statement and Firm Philosophy

Over the past several years, we have noticed an increasing inability of law firms to efficiently deliver litigation services to their clients. Files are now being “managed” by attorneys who lack any meaningful trial experience, resulting in strategic decisions made out of fear as opposed to a careful consideration of the real costs and benefits involved. During this same time, firms are engaging in well-documented salary wars to attract and retain even the most inexperienced lawyers. To afford these increases, firms have raised and continue to raise their rates, and are placing even more pressure on their attorneys to bill and collect. This cycle has had a dizzying effect on law firm salaries, and a downward spiral in the spirit and quality of their practices. The cost of these battles is ultimately borne by the client—at the beginning of the 21st century, many clients are getting less value while spending more dollars on litigation matters.

Our mission is to reverse this negative trend. My colleagues and I have handled hundreds of litigation matters in our careers. I have tried cases to juries throughout Southern California, and dozens more before members of the bench. Our experience and expertise does not end at the trial court level—I have personally briefed and argued matters before the State Court of Appeal, the California Supreme Court, and the Federal Court of Appeals for the Ninth Circuit. Our firm has the knowledge and experience that can only be gained from evaluating, investigating and trying cases for our clients in all types of litigation in any forum in California. In gaining this knowledge and experience, we have developed a practice and reputation for efficiently and thoroughly handling cases on behalf of our clients.

Our approach to litigation is first and foremost driven by the needs of our clients. To that end, we are deeply committed to e-business technology and the access and efficiencies that this technology provides. Clients can contact any of the firm’s attorneys by e-mail. Soon, secure interactive websites will be accessible from anywhere on the Internet, from which the client can be apprised of the status of their case at any time.

As we enter this new millennium, we are seeing significant changes in the legal profession, as well as rapid and unpredictable shifts in our clients’ respective markets. Regardless of these changes and shifts, one thing will always be true—clients will look for lawyers who possess the experience to effectively handle their matters. For clients who seek proven and creative solutions gained from years of successful practice, the Law Offices of Eric S. Oto will be there.