

Promotion

# OHRENSTEIN & BROWN



Michael  
Brown

Ohrenstein & Brown, a New York boutique law firm, is one of the insurance industry's preeminent firms.

From litigating on behalf of insurers in a coverage dispute with a bank involving novel automobile residual value insurance covering the nation's largest fleet of leased automobiles, to litigating on behalf of the insured owner of a satellite system in a coverage dispute against insurers that had provided a unique policy for "satellite life insurance," to helping insureds and insurers navigate regulations across the country to create cost-effective insurance coverages, Ohrenstein & Brown is dedicated to helping insurance businesses and insureds deal with the complex multistate legislative and regulatory system. Ohrenstein & Brown's deep involvement in the insurance industry has made it a trusted advisor in all facets of the industry.

For more than 25 years, Ohrenstein & Brown has made a name for itself representing and advising insureds, industry trade groups, insurance brokers, and insurance companies throughout the United States. The firm's litigation practice is headed by Michael Brown, while its government relations practice is headed by Manfred Ohrenstein, the former New York State Senate Democratic leader, with over five decades of public service experience and significant relationships at all levels of city, state, and federal government. Both founding partners are actively involved in the firm's regulatory practice.



Manfred  
Ohrenstein

"We are problem solvers. That means completely understanding our clients' needs. That is the cornerstone of our practice," says Brown. "As our clients operate in an environment of ever increasing complexity and competition, we understand the need not only to respond to problems in a timely fashion, but to develop creative and cost-effective approaches to achieve their goals and seize opportunities."

To truly serve clients, Brown says, you cannot litigate in a vacuum. He believes, for example, that in the case of the satellite life insurance dispute, that meant learning about rocket science. "To understand the client's problem, you have to understand their business," Brown says.

The ability to learn about clients' businesses has enabled Ohrenstein & Brown to successfully protect its clients' interests in a broad array of contested disputes ranging from coverage issues to professional errors and omissions matters, to directors and officers

liability, employment practice liability, construction litigation, and regulatory issues.

As a boutique law firm, Ohrenstein & Brown is dedicated to delivering cost-effective services. As Ohrenstein points out, "We bring to our practice a combination of big-firm discipline and experience and small-firm economics and efficiency. Indeed, while many of our competitors see a need to pay Manhattan real estate prices, after 9/11, when our office in the World Trade Center was destroyed, we relocated to Garden City with an eye toward managing our costs. We try to make sure our clients benefit from that cost-effectiveness."

## Working Lawyers With a Holistic Approach

Ohrenstein & Brown knows quality client service depends on partners being involved in the nitty-gritty of the document work. "We are all working lawyers. We know how important it is for the senior lawyers on the case to really get their hands dirty with the documents. Lawyers are hired for their judgment," says Brown. "The lead counsel must be familiar with the intricacies of the case. We find judgment gets degraded the farther the senior litigator is from looking at the documents."

The partners believe that their work at all levels of the insurance industry, for insureds, insurance brokers, and insurance companies, gives them a deep understanding of all of the intricacies of the insurance business. From underwriting and claim problems faced by insurers, to the coverage expectations of insureds and their brokers, to the regulatory and legislative environment in which they all operate, Ohrenstein & Brown brings this experience to bear in helping its clients solve their business problems — regardless of the forum in which they arise.

### Ohrenstein & Brown, LLP

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