
Brian J. Donnelly Quoted in CLM Magazine Article

August 5, 2022

Brian J. Donnelly, a partner in the Firm's General Liability, Tort and Insurance Defense department, has been quoted in a CLM magazine article. The topic is "Casting Anchor", highlighting takeaways from the Retail, Restaurant & Hospitality Community's recent webinar, "Anchors Aweigh! The Anchoring Effect at Trial and in Negotiation". Brian describes Anchoring as, "putting a number out there at the beginning of a negotiation in an effort to fix the negotiations around that high number. And what the plaintiff's attorneys do—they want to set the anchor far, far away from where the defendant or defendants place the value of the case."

To Read the Full Article: [Click Here](#)

About Cullen and Dykman's General Liability, Tort and Insurance Defense Department

Our litigation attorneys represent individuals and corporations in general liability, tort and insurance defense matters ranging from personal injury and insurance coverage disputes to large-scale commercial litigation. Clients frequently engage our litigators to act as trial counsel in high-exposure cases, and we have extensive experience in appellate litigation involving liability and insurance matters.

About Cullen and Dykman

Cullen and Dykman (www.cullenllp.com) has been providing legal services to institutional clients since 1850. The firm represents a wide range of clients, including banks and other financial institutions, energy, telecommunications and water companies, construction companies, insurers, educational institutions, religious organizations, and not-for-profits. With over 190 attorneys in seven offices located throughout the Northeast and Mid Atlantic regions, Cullen and Dykman is strategically positioned to meet the changing needs and demands of our clients.

Practices

- General Liability, Tort and Insurance Defense

Attorneys

- Brian J. Donnelly