



MARIA-VITTORIA "GIUGI" CARMINATI

Photo by Chris Gillett

**W**hat do speaking four languages, learning to play guitar, the Aerospace Medical Association, and inspecting property in a Mexican natural park have to do with high-stakes litigation? Everything, according to Maria-Vittoria "Giugi" Carminati, because the best litigators don't get stuck in a law library.

"Life doesn't happen in the office. Companies need an attorney who can understand their business and their situation," she says. "Excellent lawyers differentiate themselves not because they know all the rules but because they know how to get creative and innovate within the parameters of the law."

### *Creative Solutions*

That means getting immersed in a client's world. Carminati has defended depositions in Parma, Italy, and has met clients at their corporate headquarters in Peru, but she's equally comfortable talking shop with U.S. doctors. Getting to know every aspect of a business

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# WORLDWIDE APPROACH TO HIGH-STAKES LITIGATION

makes it possible to understand the impact of a case, be that in dollars, reputation, or legal precedent. It helps her find the best way to represent a client.

Carminati speaks French, English, Italian, and Spanish and has immersed herself in those cultures. Her practice focuses on commercial litigation, international trade, import/export, and assisting non-U.S. entities attempting to do business in the United States, as well as helping U.S. businesses interface with business and legal contacts abroad.

"It's important to understand different points of view, values, and guiding principles," she says. "The head of a natural gas company doesn't have the same view of business as, say, a CPA in Italy. They have different ways of approaching life because they come from different backgrounds. Being able to understand them and truly empathize with them makes it possible for me to see the world through their eyes."

### *Issue-Spotting*

When working on the case of a highly publicized, record-breaking skydiving jump in October 2014, Carminati's diverse understanding aided her work with medical professionals, engineers, and technology specialists to address the myriad legal issues necessary to develop a new informed consent process. This one-of-a-kind challenge is her specialty—the stuff not taught in law school.

To ensure she's prepared to handle anything clients might need, Carminati engages in activities that feed her innovative thinking. She is learning to play guitar and travels to learn about new cultures. She's also active in the industries she represents, such as sharing expertise as a regular presenter for the Aerospace Medical Association.

"I help companies manage liability exposure by issue-spotting before problems arise or helping them once the dispute has arisen," she says. "I do that by bringing my diverse and ever-expanding knowledge of people and the law into their world."