

Smart, Creative, and Experienced: A Winning Combination

Leonard Benowich

A client once told Len Benowich, “You’re the best lawyer no one has ever heard of.” It’s true that the veteran litigator keeps a relatively low profile. You won’t see his face on billboards, and you won’t see his name in the logo of a multinational firm. But when you need a determined warrior who’s willing to fight the good fight, he’s your guy.

“I’m the lawyer for small- and mid-sized companies who need a better lawyer than they can afford, as well as larger companies that don’t need large firm representation,” says the litigator, whose wide repertoire includes commercial, corporate, real estate, real estate finance, legal malpractice, and land trust and conservation work. “If the case is interesting to me, I take it. If someone is getting screwed, I take it—I have a soft spot for the underdog. If it’s not complicated, they don’t need me. I’m not afraid to look for a creative way into a case.”

While Benowich is grateful to have cut his legal chops at a big Manhattan firm—“I learned from great lawyers,” he says—he struck out on his own in 1996 and planted his practice roots in Westchester, where lower operational costs translate to lower client fees.

Clients often find him by word of mouth—that is, through victories in other cases—and many return again and again as their businesses grow and evolve. He encourages clients to engage in their case, and he educates them accordingly to help them understand case strategy.

Fighting to Win

Just because Benowich is a one-man show doesn’t mean he’s afraid to face the big dogs. On the contrary, he relishes a good challenge.

When a famous real estate mogul sued a small city and The Nature Conservancy® in order to turn a nature preserve into luxury homes, Benowich represented the conservancy. It took six years of litigation, but in the end, “we cleaned his clock,” Benowich says. “It wasn’t just a good win against a bad guy. It’s also fun to represent a cause that



you love.” Since that win, Benowich has been tapped for other land conservancy cases.

Another memorable victory involved members of the 1969 World Series Champion New York Mets. A clothing manufacturer used the players’ names and pictures—without their permission—to produce and sell apparel. Benowich obtained a favorable settlement, and the decision was reported on the first page of the *New York Law Journal*.

In 2007, he received the Award for Excellence in Commercial Brief Writing from the New York State Bar Association, Commercial and Federal Litigation Section.

Accolades aside, it’s the litigation that keeps Benowich going. “I love this stuff,” he says. “I don’t make strategy decisions just to make more money or keep a case going; I make decisions to serve the client’s goals.”

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