



LEGAL ISSUES AND WARRANTIES

Presentation By:

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The presentation will offer an overview of the various legal issues that warrantors face. It will begin with recommendations on how to best take steps to prevent a consumer from filing a legal action against a warrantor and analyze what to do should a consumer file a lawsuit. The presentation will review real-world lawsuits based on state and federal breach of warranty claims, Lemon Law actions, and other consumer protection statutes. The presenter will explain the various causes of action, the risks, the costs in defending them, the best defenses, the burdens of discovery of corporate information, the role of manufacturers, distributors and sellers the cost-benefit analysis involved in legal actions. The presentation also will highlight the growth of so-called “mill” firms that specialize in suing manufacturers for breaches of warranty throughout the country.

Participants will learn the following:

- How to take steps to avoid a consumer problem from becoming a lawsuit
- What to do when the warrantor is sued
- The risks of having to disclose corporate information through discovery
- The costs of litigation including paying your own attorney’s and possibly paying the plaintiff’s fees
- The various federal and state laws through which consumers seek damages from warrantors
- The “mill firms” that specialize in suing warrantors

The presentation will include examples from actual cases handled by the presenter. It will include handouts and projection of key points and visuals. The presentation will be most effective by encouraging audience participation and questions.