

AS SEEN IN
Forbes & Fortune

INDIANA LEADERS IN LAW



In the Name of Justice

Ranked among the top firms in Indiana, Ken Nunn Law Office delivers nothing less than the strongest legal representation for its clients.

The Ken Nunn Law Office is widely known in the state of Indiana. Advertisements for The Ken Nunn Law Office are prominently placed across 47 buses and 30 billboards in the state and appear on television 400 times a day and radio 160 times a week, amounting to some \$7 million a year in advertising.

Only a firm as successful as The Ken Nunn Law Office could afford that much exposure. And while Nunn likes to say he's lucky, his story says otherwise. Through hard work and a passion for justice, Nunn climbed out of childhood poverty to become the No. 1 personal injury attorney in Indiana. His firm has won 98% of its cases and collected over a billion dollars for his clients.

"It's very satisfying to get justice for my clients," Nunn says. "They deserve the best, and I'll fight until they get justice."

FROM THE BOTTOM TO THE TOP

Ken Nunn wasn't always successful, having dropped out of high school for one year with no intentions of returning, but his life turned around when he met his wife, Leah.

He'd just moved from Jeffersonville to Clarksville with his mom—one of a dozen or so moves they'd made on account of being evicted. They were poor, but that didn't stop Nunn from making friends as a sophomore at his new high school. In biology class, Nunn noticed a girl in a blue dress a few rows ahead and asked his friend to introduce them. She was a freshman named Leah, and she seemed to like Nunn very much.

They started dating, but not before Leah—a churchgoing honor roll student with perfect attendance—set some ground rules. There'd be no skipping classes, and no more Ds and Fs; Nunn had to do his homework and graduate from high school. Nunn said "yes" to all of Leah's rules. Eventually, they married and moved to Bloomington. "Leah was my anchor and cheerleader throughout my life," says Nunn.

Nunn's interest in the law began when he and Leah went on a date to see *To Kill a Mockingbird*. Nunn was inspired by the way Atticus Finch fought for justice.

"I thought, 'I'm going to be a lawyer like him,'" says Nunn. He attended Indiana University School of Law, where he studied hard and worked odd jobs on his days off. Despite his best efforts, he was at the bottom of his class. It didn't matter; one day he'd be known as the tough, smart lawyer.

OUTWORK AND OUTLAST

When Nunn opened his law firm in Bloomington in 1968, it was a bare office with no furniture, phone, or secretary. Accustomed to hard work, Nunn took just about any case that walked through the door, many of which were criminal cases.

"Some days I'd feel invincible, like Perry Mason," he says. But competition in Bloomington was fierce; seasoned attorneys filed intricate motions and beat him in court. "They taught me how to be a lawyer by beating me," he says.

He recalls a lucky event: A 17-year-old Nunn got caught stealing golf clubs from the back of a car owned by Judge Dixon Prentice. Instead of

reprimanding young Nunn, the judge gave him money for a haircut and told him to get straight. Fast-forward 20 years: Attorney Nunn was arguing a case in front of an Indiana Supreme Court Justice—who was none other than Judge Prentice. After that reunion, Nunn was referred to among his peers as "the kid who stole the judge's golf clubs."

By 1985, Nunn was focused solely on personal injury cases, and his firm had earned a reputation for fighting hard and big wins. The same holds true today: With 100 employees and 14 talented attorneys, The Ken Nunn Law Office refuses to charge hidden fees for every little service, like some other firms. On the contrary, the firm covers many additional expenses. One time, Nunn flew a client to Arizona to see a medical specialist who later testified on the client's behalf. The entire trip—including limo service, first-class tickets, and a swanky hotel—was paid for by the firm.

Fighting hard isn't the only thing that sets Nunn and his firm apart. Many attorneys take the first offer insurance companies make in order to secure a faster payout. Not Ken Nunn. When a case opens, his firm sends the insurance company the "magic letter," warning that if they make the firm go to court and a jury awards the client more than the policy limits, the firm will make them pay all of the judgement. After multiple lowball offers and subsequent rejections, insurance companies usually end up paying the firm two or even 10 times their initial offer. If the case goes to trial and a jury rules in favor of Nunn's client, the insurance company might appeal, assuming that Nunn's client won't want to pay more in lawyer fees. They're wrong; with Nunn's firm, appeals are free, and his team rarely loses.

PASSION FOR PEOPLE

One would think that an 84-year-old who's built one of Indiana's most successful law firms might consider retiring. Not Nunn. He's at the firm's 30,000-square-foot office every day, dressed in his signature dark blue suit, white shirt, and red tie. He's even in on weekends and holidays, with his Pomeranian puppy, Toby, in tow, reviewing case files and returning calls. Sometimes clients are surprised to hear Nunn himself on the other line. *Why would the owner of a big firm call me personally?* they wonder. He relays what his mother told him, back when he first opened his office: "You are not a big shot just because you're a lawyer; you show respect and call people back."

Even if a Hoosier hasn't seen Ken Nunn on a bus or billboard, there's a good chance they've encountered his generosity. The firm makes charitable donations to a dozen organizations across the state; Nunn himself keeps a bag of stuffed animals in his trunk, which he hands out to kids he meets with the parent's permission. As a boy who didn't have much of anything growing up, he now has a lot to give—to his employees, his community, his family, and his clients. "My law practice invigorates me," he says. "This is the best vitamin I could take."

THE
KEN NUNN
LAW OFFICE®

104 South Franklin Road | Bloomington, IN 47404
812-332-9451 | kennunn.com

