When you begin your practice, you should develop a system for keeping track of large amounts of date: court proceedings you are involved in, phone numbers, mailing addresses, email addresses, employers, and other identifiable information.

For business development purposes, it will often be helpful to determine how companies, individuals, and events are connected. For example, it might be useful to know if a defendant or plaintiff or witness who was involved in a court case years ago (or even a month ago!) might actually be connected to a court case that you are handling today.

Likewise, it might be useful to go to a database, type in a characteristic (a home address, an email address, a company name, etc.) and see—even visualize—how people are connected to each other based on that characteristic—with the possibility of finding other, possibly surprising, connections.¹

Liquor Liability, Nuisance, Slip-And-Fall, And Other Personal Injuries

This type of analysis could uncover and demonstrate the effects of a “nuisance bar,” flood, toxic spill—or other dangerous condition—by showing the geographic or other connection between the condition, nuisance, or other dangerous property and the location of accidents, crimes, and other EMS/first responder/police activity, based on analysis of police reports, traffic reports, newspaper reports, and witnesses.

¹ For more information about the software described in this article, see www.fmsasg.com. The FMS Advanced Systems Group is a division of FMS, Inc. an award-winning, privately owned, small business located in Tysons Corner, VA. Founded in 1986, FMS has delivered solutions to a wide range of customers for 25 years. FMS applications are used by tens of thousands of commercial and government organizations in over 100 countries. The Advanced Systems Group focuses on visualization and analytical solutions for the government, law enforcement, investigative journalists, and commercial customers. The source data and names in the figures and examples are fictitious.