



*"We know how to try cases and rest assured our opponents know exactly what we bring to the courtroom ... a real battle for the truth."*

*Daniel J. Santaniello*



**Daniel J. Santaniello**

Principle and Firm

Managing Partner

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Dan Santaniello is the Founding and Managing Partner and has more than 29 years of trial litigation experience and over 100 published Florida jury verdicts. He is an expert in Civil Trial and Board Certified by The Florida Bar. Martindale-Hubbell and his peers have also rated him AV® Preeminent™. Dan formed the firm in 1995 and since that time it has grown into approximately 100+ corporate and insurance defense attorneys with more than 200 employees in 9 Florida offices: Miami, Ft. Lauderdale, Boca Raton, Fort Myers, Orlando, Tampa, Jacksonville, Tallahassee and Pensacola.

Dan served as President of the Florida Defense Lawyers Association from 2013-2014 (FDLA). He has been involved with the FDLA for several years, serving as an officer since 2011 and on the Board of Directors since 2007. He was a recipient of the FDLA's President's Award for outstanding service in 2010, and its Meritorious Service award in 2011 for his contributions in developing the FDLA Medicare White Paper.

The Defense Research Institute (DRI) selected Dan for its Exceptional Performance Citation 2013-2014 for supporting and improving the standards and education of the defense bar, and contributing to the improvement of the administration of justice in the public interest. Dan was selected to Florida Super Lawyers in 2012 and 2011. He was also selected by the Daily Business Review as Most Effective Lawyer (Finalist, 2007) for his innovation in pursuing a DJ on The Graves Amendment that saved his client millions of dollars and immediately and forever changed the landscape and exposure for Rental Car companies in Florida.

Dan is an avid member of the Trucking Industry Defense Association (TIDA) and the Claims and Litigation Management Alliance (CLM). He is the Managing Attorney Member of The Gavel, a national claims defense network made up of trial attorneys, experts, claims professionals and other litigation specialists.

Dan has full confidence in the Florida jury system and tries large cases regularly. He is adept in jury selection and considers his best asset to be the art of cross examination and presentation of the "big picture" in his quest for justice and the truth. His areas of practice include wrongful death, catastrophic losses involving negligent security, A/GL, trucking and transportation, retail and commercial premises Liability, chain of distribution products liability, toxic torts and construction defect and injury litigation. Dan also counsels carriers and their insureds on bad faith, time limit and policy limit demands, tender and extra-contractual avoidance practices. Ask for a copy of his "Good Faith" handbook. Daniel oversees all nine managing partners of each office and the firm's Rapid Response and Large Loss trial team. He speaks regularly to his clients and other professionals on litigation strategies and emerging laws. Request a copy of his published Florida Jury Verdicts to review some of his trial results.

Daniel was born and raised in Boston, Massachusetts, where he obtained his undergraduate degree in Criminal Justice (Northeastern University, 1987). He moved to Florida where he attended Nova Southeastern University Law School on a full, academic scholarship and graduated *summa cum laude* (Class Rank 3rd, 1990).

**TOP VERDICT IN THE NEWS**  
**Miami Daily Business Review**

**LAW ALERT: Florida Supreme Court Expands Bad Faith  
Reinstates \$8.47MM Verdict on \$100K timely policy limit tender**

## Practice Areas

- Appeals | Litigation Support
- Auto & Fleet Liability
- Bad Faith | ECO
- Boating | Maritime
- Construction Defect
- Commercial Litigation
- Creditor's Rights
- Directors & Officers
- Health, Life & Disability Law
- Excess | Wrongful Death
- Environmental | Toxic Tort
- EPL | Employment Law
- Federal Practice
- General Liability
- Home Owners Association and Condo Association
- Insurance Coverage
- Liquor Liability
- Negligent Security
- Premises Liability
- Professional Liability | E&O
- Product Liability
- Roadway Construction
- Sexual Misconduct Liability
- Surgical SIU | LOP
- Time & Policy Limit Demands and Tenders
- Trucking Liability

## Martindale Rating

- AV® Preeminent™

## Awards & Honors

- Recipient of the Defense Research Institute (DRI) Exceptional Performance Citation 2013-2014".
- Named South Florida Legal Leaders (ALM) 2013.
- Florida Super Lawyers 2012 and 2011.
- Recipient FDLA **2010 President's Award** for outstanding service.
- Selected Most Effective Lawyer (2007 finalist) by the Florida Daily Business Review.
- Named 2012 "Go-To" Law Firm to F500 Companies by ALM.

## Accreditations

- Board Certified Civil Trial Specialist by The Florida Bar.
- Approved Instructor - Florida Adjuster Continuing Education and Attorney Continuing Legal Education seminars

## Bar/Court Admission

- 1990, Florida Bar; 1991, Massachusetts Bar
- 1990, U.S. District Court, Southern; 1990, Middle and Northern Districts of Florida including Trial Bar
- 1991, U.S. District Court, District of Massachusetts

## Education

- Northeastern University, B.S., 1987
- Nova Southeastern University, J.D., **summa cum laude, class rank 3rd**, 1990.

## Professional/Civil Memberships

- The Florida Bar
- Massachusetts and American Bar Associations
- Board of Directors Florida Defense Lawyers Association
- Member of the Trucking Industry Defense Association
- Member of the Council on Litigation Management
- The Defense Research Institute
- Miami-Dade County Bar Association
- Broward County Bar Association
- Managing Attorney Member of The Gavel Claims Defense Network

## Industries Represented

- Insurance Companies
- Real Estate Investment Trusts
- Financial Services Companies
- Global Investment Banking Companies
- Third-Party Administrators for Claims Management and Risk Control
- Architects and Engineers
- Motor Carriers, Cargo and Brokers
- Hauling and Owner Operators (trucking)
- Attorneys, Accountants and Other Professionals
- Property Managers
- Commercial and Residential Landlords
- Public and Governmental Entities
- State Bureaus & Agencies
- Adult Living Facilities
- Nursing Homes
- Non Profit Organizations
- Media & Electronic Commerce Businesses
- Solid Waste Management Services
- Gas Convenience Stores
- Office Product Retail Stores
- Home Improvement Retailers
- Retail
- Supermarket Chains
- Construction Companies
- Contractors and Sub-contractors
- Suppliers
- Homeowner and Condominium Associations
- Transportation Trucking Industry
- Car Rental Companies
- Hotels
- Shopping Malls and Centers
- Restaurants
- Manufacturers
- Product Distributors

## Verdicts

- John Eric Romano, as personal representative of the Estate of Perry Cohen v. William 'Blu' Stephanos, et al.
- Minor Decedent's Estate v. Defendant Liquor Store
- Anabele L. Sitts, individually and as Personal Representative of Nicholas John Lim Sitts vs. First Coast Security Services, Inc.
- Virginia Martinez v. Chanel, Inc.
- German Chavez and Maria Del R Morales v. Citizens Property Insurance Corporation - Defense Verdict: First-Party Property Slab Leak
- Keith Friberg v. Defendant Driver: Defense Verdict
- Obregon v. Rosana Corp.: Published Appellate Decision
- De Jesus, Luciano v. Defendant Retail Store - Defense Verdict
- Guy Delmonte v. Whiting Construction, Inc. - Defense Verdict Roofing Construction Defects
- Simeon and Joachim vs. Auguste and Everett - Defense Verdict

- Sewell v. Racetrac Petroleum, Inc. - Motion to Dismiss with Prejudice
- Carlos J. Colman, Sr. v. Defendant Retail Store – Premises Liability
- Kazandra Bern v. Dafne Acevedo and Marcelle Camejo - Favorable Verdict
- Evelia Rodriguez v. Humberto Torres - Defense Verdict
- Jacob and Johanna Luihn v. MX, Inc. and Frank Nichols - Defense Verdict
- Jonathan Pallone v. Harvey Ruiz-Padilla and Orlando Villanueva - Defense Verdict
- Julio Perez Eschevarria v. Laboratory Corporation Of America, and Charlotte R. Hill
- Maria Del Carmen Roberto, et al. v. Four Points Property Management, Inc., et al. - Dismissal
- Lavoy v. EMCOR Facility Services, Inc. - Final Summary Judgment
- Connor v. Villa D'Este Condominium and Real Estate, Inc. - Ladder Injury - Defense Verdict
- Ruimy v. Flor N. Beal - Pedestrian Hit - Defense Verdict
- Ninfa Diaz v. Loving Tender Pediatrics - Slip and Fall
- Dina Brown, et al. v. Pipers Cay Condominium Association, Inc., et al
- Kazandra Bern v. Dafne Acevedo and Marcelle Camejo
- Cristian Vargas v. United Automobile Insurance - PIP
- Florida DOT (Appellant) v. Lorenzo (Appellee) - Wrongful Death Action
- William Dear v. National Car Rental
- Estate of Enrique Cortes v. Owe Enterprises - Negligent Security Wrongful Death
- Barry Rhodes v. Bob and Barbara Christensen
- Disla v. Blanco
- Harbaugh v. Williams and Hubbard Construction Co.
- Anca Dudar v. St. Andrews at El-Ad Nob Hill Condominium Association
- Mong & Harp v. Defendant Store: Defense Verdict
- Federal Insurance Company v. Bonded Lightning Protection Systems: Defense Verdict
- Hazen v. Defendant Store
- Anthony D'Amato v. Florida Insurance Guaranty Association, Inc. - Summary Judgment
- Holden v. Sony Electronics
- Fair Housing Center v. The Shutters Condo Association
- Gulino v. Anderson
- Sun International v. Centex Rooney et. al.
- Schwartz v. Osprey HOA and Pena
- Jasso v. Angel and Ramos
- Schwab v. Andino
- Agenor Saint Cyr v. Jakubowycz
- Rizzo v. J & L Property Management
- Dicus v. Vassell & Metropolitan
- Fajo v. Naso
- Windecker v. Hidalgo
- Zunner v. Florida Pool Products and Wal-Mart
- Marshall v. Durand
- Gerald v. Taylor & Hall
- Aguilar v. Ortiz and Alvarado
- Paz v. Hernandez & Pena
- Robinson v. Glass
- Manas v. Rodriguez
- Bertin-Maurice v. Daniels
- Napper v. Laboratory Corporation of America
- Collins v. Wells, Roebuck, Quinn, Et. Al. - Summary Judgment
- Gray v. Sunburst Sanitation Corp., Et. Al. - Motion to Dismiss
- Rivera v. Durand
- Michelle Andrewin v. Town of Mangonia Park
- Beach v. Benoit Pierre and Guerrier & Geico
- Melendez v. Maceys
- Nadia Williams v. Finlay
- Hernandez v. Executive Management

## Presentations and Speaking Engagements

- New Paradigms of Collaboration in a Digital World: The Gavel National Conference IV
- Trading Bad Faith For Good: Client Seminar New Jersey
- Changemaking Initiatives in Value Portfolio Management: The Gavel National Conference III

- Emerging Technology in Claims and Litigation: The Gavel National Conference III 1/22/2019
- Navigating Florida: The Good Faith Seminar - Texas
- Ethics for Adjusters: Client Seminar Arkansas
- Navigating Spoliation Risks Void of a National Standard: Client Seminar New Jersey
- Navigating Spoliation Risks Void of a National Standard: Client Seminar Jacksonville, Florida
- Post Accident Investigation and Technology: Client Seminar Jacksonville, Florida
- Litigation Success: From the Accident, Investigation, Discovery and Trial: Client Seminar Tampa, Florida
- Trucking Insurance Defense Association (TIDA) Advanced Seminar - February 2 -3, 2017
- Mediating High Severity Claims and Auto/GL Training Topics- Southfield MI
- 2016 CLM Annual Conference Orlando: Litigation Management: Claims Inroads in Managing Litigation Spend.
- 2015 CLM Conference Palm Dessert: The Millennials in Action: Trial Strategies for a Challenging Generation.
- Florida Claims
- Recent Changes Affecting Automobile and General Liability Claims and Damages - Florida Law Update
- Client Seminar: Defending Cases That Involve Letters of Protection - Tampa
- CLM Boca Raton 2014: Mediating High Severity Claims - Creative Approaches and Tactics for Successful Outcomes
- NAMSAP Conference: Medicare Compliance Trends in the Trenches - Miami
- Florida Liability Claims Conference: Aggressive Pretrial Strategies
- Client Seminar: Neuropsychological Claims, Evaluating and Defending Closed Head Injuries
- Client Seminar: Bad Faith - PA
- Client Seminar: The Legal Landscape of Social Media - PA
- Client Seminar: Defending Cases that Involve Letters of Protection - PA
- Condo Association Claims

## Articles

- Luks, Santaniello Law Alert: Florida Supreme Court Reinstates Daubert Less than One Year After Adopting Frye
- Florida Supreme Court Reinstates \$8.47MM Verdict on \$100K Timely Tender - Rules Insurer Had Duties Beyond Just Timely Tender of Policy Limits.
- Luks, Santaniello Law Alert: Florida Supreme Court Expands Bad Faith
- Legal Update April - June, 2017
- Ampel, Celia. "Miami Driver Avoids Liability in Crash With Drunken Driver". Daily Business Review. 16 June 2016.
- Legal Update October - December, 2015
- Legal Update 13.3 (July - September, 2014)
- Legal Update 13.1 (January - March, 2014).
- Legal Update 12.3 (July - September, 2013): Huge Medical Bills and Questionable Surgery in LOP Cases: How the 4th DCA Upholds Our Strategy to Expose the Physician.
- Legal Update 12.2 - (April - June 2013)
- Legal Update 11.3 (July - September, 2012)
- Santaniello, Daniel and Alvarez, Rey. "Medicare Reporting, Resolving Conditional Payments and Taking Medicare's Interest Into Account for Future Payments." Florida Defense Lawyers Association, Trial Advocate Quarterly (Fall 2011): 5 - 21.
- Legal Update 10.1 (January - March, 2011)
- Legal Update 9.4 (October - December, 2010)
- Law Alert - May 4, 2010: Section 744.301, Florida Statutes. The Enforceability of Pre-Injury Releases Executed by Parents on Behalf of Minors by Daniel Santaniello, Managing Partner and Doreen Lasch, Esq.
- Legal Update 9.2 (April - June, 2010)
- Medicare Secondary Payer (MSP) Statute Compliance: Primary Payers Current Obligations & Potential Future Obligations in Settling Large Liability Claims.
- Author, Santaniello, Daniel J. "In Addition to Spoliation Evidence, Courts will Allow Adverse Evidentiary Inference and Adverse Presumptions Against Party with Duty to Preserve Evidence." Luks, Santaniello Legal Update, 5.3 (2006).