

Statement of Jury Foreperson, Mary Hale

The jury discussed and based its decision primarily on the following evaluation of the evidence:

KTLA did not act in good faith as required by the contract

- Mr. Corsini decided his first day with KTLA that he would never honor the additional payments
- This was even before Mr. Knutsson took the actions that resulted in the new business
- No subsequent investigation by KTLA to see if Mr. Knutsson earned the additional payments
 - Never met with Mr. Knutsson or his agent to discuss why they felt they earned the commission
 - Never consulted with the attorney that drafted the agreement
 - Never consulted with internal KTLA sales staff

Mr. Knutsson did in fact “introduce a new client”

- What constitutes “introducing a new client” is not as simple a concept as the defense asserted
- KTLA previously honored the provision in a similar situation with a different client
- Mr. Corsini, in his own testimony, agreed that if Mr. Knutsson had arranged the meeting that resulted in business from AT&T U-verse that he would be due the commission
- Mr. Knutsson did in fact arrange the meeting which resulted in the new business from AT&T U-verse

New business with AT&T U-verse was direct result of introducing the new client

Commission should be based on revenue earned on new business until end of Term of contract

- 20% of revenues received from new business through the Term of the contract
- “Term” clearly defined in the contract as the 5-year period from the beginning of the contract

Commission is due, even though “CyberGuy” branding was not used after February 14, 2011

- CyberGuy branding was discontinued due only to the action of KTLA, not AT&T nor Mr. Knutsson
- Since KTLA prevented Mr. Knutsson’s ability to perform they are still required to pay commission

The jury is sad this matter could not have been resolved without having gone to court. We are happy though, to have played a part in restoring to Mr. Knutsson at least part of what is due to him.

December 7, 2018