

## Mark A. Schultheis

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DES MOINES OFFICE

The youngest of five children, trial attorney Mark Schultheis learned a lot about work ethic and family values by watching his parents. “I didn’t realize it at the time but later recognized that seeing how much my parents sacrificed for our family had a significant effect on me,” he says. “I’ve learned there is no substitute for hard work, and in life, nothing worth having comes without hard work.”

From his humble upbringing in a blue-collar town to working in the largest law firm in the state, Mark relates to people from all walks of life. He appreciates his relationships with clients, doesn’t compromise his values, and is an authentic individual in the office and out. “I’ve always believed if you are true to yourself, things will work out,” he says.

The majority of Mark’s practice involves medical and [professional malpractice](#), [product liability](#), and [personal injury and tort defense](#). He also handles commercial litigation, administrative challenges of requests for proposals, and tries probate, trust, and estate cases.

Mark is a passionate advocate for his clients and believes his outgoing and confident personality are paramount to his success as a litigator. “Trial attorneys must be assertive and aggressive but check their arrogance at the door,” he says. “Being malicious or condescending gets you nowhere with clients or in the courtroom.”

The mental battle with opposing counsel brings out Mark’s competitive side. “Trials unfold live in the courtroom, and you have to think on your feet,” he says. “I’m skilled at that and I like winning—that’s what drives me.”

With his quick intellect and competitive nature, Mark has built a reputation with clients and fellow attorneys alike. He is a fellow in the Iowa Academy of Trial Lawyers, whose membership is limited to 250 attorneys who have displayed exceptional skills, the highest integrity, and have dedicated their professional lives to trial practice. Membership is by invitation only with recommendation from peers and judges and requires unanimous approval by the board of governors of the academy.

With nearly 60 trials, including 47 jury trials to his credit, Mark teaches trial advocacy skills at continuing education seminars. He has been a deacon at his church and spent many years coaching basketball, baseball, and football. “Whether it is on the field or in a courtroom, preparation is the key to being the best you can be.”

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### PRACTICE AREAS

- Litigation
- Banks & Financial Institution Litigation
- Business & Commercial Litigation
- Estate, Trust & Fiduciary Litigation
- Health Care Litigation
- Personal Injury & Tort Defense
- Product Liability
- Professional Malpractice

### EDUCATION

- University of Iowa (B.A.; J.D., with distinction)

### BAR ADMISSIONS

- Iowa
- Admitted to practice in all state and federal courts in Iowa
- Eighth Circuit Court of Appeals

## RECOGNITION

### **The Best Lawyers in America®**

2018–2019

### **Martindale-Hubbell**

AV® Preeminent

### **Iowa Academy of Trial Lawyers**

Fellow

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## SPEECHES & PUBLICATIONS

### ***Iowa Claims Handling Guide*, Claims & Litigation Management Alliance**

(co-author)

## PROFESSIONAL & COMMUNITY AFFILIATIONS

### **Iowa Defense Counsel Association**

### **Claims & Litigation Management Alliance**

### **Iowa State Bar Association**

### **Polk County Bar Association**

### **CMB Varsity Assistant Football Coach**

2014–2016

### **CMB Freshman Head Football Coach**

2013

### **CMB Middle School Head Football Coach**

2011–2012

### **Baxter Recreation Board**

Treasurer, 2007–2015

### **Baxter Community School Improvement Committee**

2014–2017

### **Baxter Community School Superintendent Interview Committee**

2014

### **Iowa High School Athletic Association**

Certified High School Football Official, 1997–2012