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2009 LITIGATION SECTION SUMMER CONFERENCE 09CI-5640	07/31/09–08/01/09

**FEEES**

\$195 GENERAL

\$175 LITIGATION SECTION MEMBER

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**Discounts may not be combined. Cancellation Policy:** In order to receive a full refund, you must notify ICLE by July 3, 2009. After July 3, a \$45 handling fee will be assessed. No refunds will be issued after July 17, 2009.

**Hotel Information:** A block of rooms has been reserved under ICLE for July 31, 2009–August 1, 2009. For a list of room options and pricing, visit [www.icle.org/summerlit](http://www.icle.org/summerlit). For a reservation call 877-442-7526. Reservations must be made by July 1, 2009. Registrants are responsible for their own hotel expenses.

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JULY 31–AUGUST 1, 2009

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**Larry S. Pozner**  
Reilly Pozner LLP  
Denver, CO



**Roger J. Dodd**  
Dodd & Burnham  
PC, Valdosta, GA;  
Spohrer & Dodd  
LLP, Jacksonville, FL



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# Dominate the Courtroom with Advanced Cross-Examination Techniques

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Take your cross-examination skills to the next level with expert guidance from Larry S. Pozner and Roger J. Dodd who have together revolutionized the practice of cross-examination. Harness the power of leading questions and control witnesses one fact at a time! Improve your results immediately with goal-oriented questioning sequences to stay on a roll without objection. Plus, learn 20 methods to control the non-responsive witness. This effective and entertaining seminar is for every litigator regardless of practice: commercial, family, personal injury, employment, or probate.

## Attend and learn to:

- Use anxiety to compel honesty
- Shape jurors' perceptions of the facts
- Keep the witness off balance and more honest
- Break cases into understandable stories
- Give emphasis to your key facts using expert techniques
- And more!

**Harness the power of leading questions and control witnesses one fact at a time!**



**Larry S. Pozner**  
Reilly Pozner LLP  
Denver, CO

Mr. Pozner is a partner in the 16-lawyer law firm where he handles criminal cases and protracted commercial cases. He is also litigation counsel to the Denver Broncos Football franchise. Mr. Pozner is a nationally recognized legal commentator and is frequently seen on such shows as the Today Show and CNN.



**Roger J. Dodd**  
Dodd & Burnham PC, Valdosta, GA;  
Spohrer & Dodd LLP, Jacksonville, FL

Mr. Dodd is an internationally known plaintiff's trial attorney, author, lecturer, consultant, and expert on cross-examination techniques. His firm prepares, negotiates, and tries cases in civil litigation, wrongful death, medical malpractice, criminal defense, matrimonial, and other complex cases.

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## SCHEDULE July 31, 6:30pm–7:30pm

6:30pm Cocktail Reception

LEVEL: ADVANCED CLE: 6.25

## SCHEDULE August 1, 7:00am–3:30pm

Presented by Roger J. Dodd, Dodd & Burnham PC, Valdosta, GA;  
Spohrer & Dodd LLP, Jacksonville, FL  
Larry S. Pozner, Reilly Pozner LLP, Denver, CO

7:00am Continental Breakfast and Registration

## ADVANCED TECHNIQUES IN CROSS-EXAMINATION

8:00am Welcome and Introduction

The Four Principles of Advanced Trial Advocacy  
the lawyer as story teller • replacing advocacy with teaching • using anxiety to compel honesty • an advanced system of Cross-Examination

The Power of Leading Questions

forming questions to achieve control • training witnesses to say "yes" • becoming the teacher of the case

Controlling Witnesses One Fact at a Time

shaping jurors' perceptions of the facts • using simplicity to block escape • confronting the evasive question

9:30am Questions and Answers

10:00am Goal-Oriented Questioning Sequences

the best structure to prove your facts • staying on a roll without objection • the three psychological phases of the evading witness

The Chapter Method Cross-Examination

breaking cases into understandable stories • recognizing events valuable for Cross-Examination • effect of Chapter Method on the opponent's case

11:30am Lunch on Premises

12:15pm Page Preparation of Cross-Examination

creating flexibility within the written cross • preparation for instant impeachment • the easy method to track direct examination

The Science of Sequencing Cross-Examination

using your chapters to stay focused • keeping the witness off balance and more honest • 15 techniques for sequencing chapters

1:30pm Questions and Answers

2:00pm Loops

techniques to give emphasis to your key facts • making hostile witnesses adopt your description • beating witnesses with their own words

Controlling the Runaway Witness

20 methods of controlling the non-responsive witness • psychological principals that establish control • phrasing questions to block escape

3:30pm Adjourn

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