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SEMINAR TITLE AND NUMBER	DATES
2009 LITIGATION SECTION SUMMER CONFERENCE 09CI-5640	07/31/09–08/01/09

FEEES

\$195 GENERAL

\$175 LITIGATION SECTION MEMBER

\$160 NEW LAWYERS (0-3 YRS IN PRACTICE P67900+)

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PAYMENT INFORMATION

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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. 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

GARLAND RESORT, LEWISTON

2009 Litigation Section Summer Conference

Sponsored by the Litigation Section of the State Bar of Michigan

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FEATURED SPEAKERS



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.

Join Your Friends and Colleagues!

Bring the family and enjoy a great CLE getaway at Garland Resort, the beautifully crafted lodge built to remind guests of a time when life was more relaxing and enjoyable. Fine dining, spectacular championship golf courses, and breathtaking views are just some of the highlights of one of Michigan's finest resort locations. Take advantage of the many networking opportunities including the Friday evening cocktail reception. The 2009 Litigation Section Summer Conference has everything you want in a weekend getaway.

REGISTER TODAY! | www.icle.org/SummerLit | 877-229-4350

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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