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Contributor



Michael P. Cash
Liskow & Lewis,
Houston, TX

SBM | LITIGATION SECTION STATE BAR OF MICHIGAN

With over 2,000 members, the Litigation Section is one of the largest practice sections of the State Bar of Michigan. The Section seeks to assist litigators and improve litigation practice through publication of its newsletter and sponsorship of educational programs like *Masters in Litigation*. With ICLE's section discount, savings for Section members nearly exceed the Section dues for the entire year. For information on how you can join the Litigation Section, go to www.michbar.org.

Schedule

March 30, 8:30am–4:15pm **Level:** Intermediate **CLE:** 6

8:30am The Trial Lawyer—A Dying Breed?

Pretrial: What to Do Before the Trial Starts
supplies • preparation • “the little things”

Motions in Limine

what matters • what doesn't • using your discovery as a guide

Voir Dire: Keep Your Friends Close—Get Rid of Your Enemies

questions designed to persuade • questions designed to eliminate

Opening Statement: You Get 10 Seconds—Don't Waste Them
theming • delivery • persuasion

10:00am Networking Break

10:15am Direct Examination ... Lights ... Camera ... Action!

witness preparation • conducting an effective direct examination
• lay witnesses: party/nonparty; reluctant witnesses; techniques that reinforce; timelines • easy to do—hard to do well
• experts—a special breed

11:45am Lunch on Your Own

1:00pm Impeachment: How to and NOT to—The Keys to a Powerful Impeachment

hard cross versus soft cross • objectives and tactics • control • experts
Battling the Sharks
how to attack the expert without becoming the prey • how to spot (and avoid) danger

2:30pm Networking and Refreshment Break—Sponsored by the Litigation Section of the State Bar of Michigan

2:45pm Demonstrative Evidence

Educate and Entertain

high tech versus low tech • the best I ever saw! • control the technology • big hat, no cattle?

Tidbits: Tips and Tactics that Can Save You at Trial

Closing Argument: “It Ain't Over Till It's Over”
substance with sizzle • keys to a powerful closing

4:15pm Adjourn