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Ultimate Trial Notebook

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- Live in Plymouth** The Inn at St. John's
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DECEMBER 6, 2018
The Inn at St. John's, Plymouth

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Moderator



Jennifer B. Salvatore
Salvatore Prescott & Porter, Northville

Benefits of Attending:

- Build a notebook that will back you up during the heat of trial
- Use focus groups to develop successful trial themes
- Craft your discovery plan and identify documents for trial
- Build jury rapport during *voir dire*
- Avoid mistakes during opening statements and closing arguments
- Prepare witnesses for direct and cross
- Make effective use of demonstrative evidence
- Get trial advice from top judges

Featured Contributors



John C. Boufford
Law Offices of Dyki Saba
Latra Williams & Baranski,
Troy



Matthew E. Krichbaum
Soble Rowe Krichbaum
LLP, Ann Arbor



Hon. Carol Anne Kuhnke
22nd Circuit Court,
Ann Arbor



Carol A. Laughbaum
Sterling Attorneys At Law
PC, Bloomfield Hills



James L. Liggins, Jr.
Miller Canfield PLC,
Kalamazoo



Cary S. McGehee
Pitt McGehee Palmer &
Rivers PC, Royal Oak

Schedule (Registration and Continental Breakfast Start at 8:30am)

December 6, 8:30am–5:00pm CLE: 6.25 Level: Basic/Intermediate

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| <p>9:00am Welcome and Introductions</p> <p>9:10am Develop the Case Story
how do the documents and witnesses tell the story
• elements of your claim or defense • trial themes</p> <p>9:40am Turning Regular Discovery into Trial Discovery
developing a discovery plan
• identifying documents for trial • interrogatories • depositions • using deposition testimony at trial • request for admissions</p> <p>10:10am Motions in Limine
types of motions • disarm your opponent before trial • timing of motions</p> <p>10:45am Identifying Jury Instructions
the “mandatory use” of standard instructions
• resisting argumentative jury instructions • challenging standard instructions</p> <p>11:15am Conducting Focus Groups
testing trial themes
• how to run cost effective focus groups</p> <p>11:45am Voir Dire
when to talk, when to listen • “selling” • demos
• building jury rapport
• how far can you go?</p> <p>12:05pm Networking Lunch</p> | <p>1:05pm Opening Statements
what is argument versus opening statement? • developing your themes • how to tell your story without losing the jury • how much and how long • to object or not to object</p> <p>1:35pm Witnesses
determining who to call and the order • identifying opposing party’s witnesses • preparation • direct and cross • demos</p> <p>2:05pm Evidence
handling evidentiary barriers
• common objections • strategy for handling objections • what demonstrative evidence to use • how to get documents into evidence</p> <p>3:05pm Experts
determining when to use an expert • finding and preparing experts • protecting preparation from discovery • surviving <i>Daubert</i></p> <p>3:35pm Closing Argument
how to talk about damages
• using the tools of persuasion
• appeal to the jury’s sense of duty • violation of the “anti-golden rule” rule</p> <p>4:05pm The Judges Speak
advice from the bench • pet peeves and how to avoid them</p> <p>4:45pm Questions & Answers</p> |
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