Dan Small is perhaps the best speaker I’ve heard. Well-planned, entertaining, and with a variety of examples to view – both on video and documentary. One of the most practical programs I have ever attended – to the point and immediately useful.

Dan Small, a highly-respected, experienced litigator – and witness expert – walks you through the methods, procedures and rules that will make your witness a powerful, compelling communicator.

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**PROGRAM HIGHLIGHTS**

- Learn the step-by-step method to teach your client the basic knowledge and confidence to exercise the right of cross-examination.
- Increase your expertise as an advocate and give yourself a winning edge in the litigation process.
- Give your client the confidence to exercise the right of cross-examination.
- Alert your client to the most common witness mistakes and share practical tips to avoid them.
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**ABOUT THE SPEAKER**

Dan Small
Holland & Knight; Boston & Miami

Dan Small has built a brilliant career on his ability to prepare witnesses to be compelling advocates for his client, even if the witness is his client. As a federal prosecutor, general counsel for a healthcare management company, and as a partner at Holland & Knight, Small has used the same process that he will teach you to introduce the witness to the foreign land of the deposition, hearing, or courtroom and to prepare them to tell the story in a way that connects to jury or judge and produces winning results.

He is a respected author on this subject — Preparing Witnesses: A Practical Guide for Lawyers and Their Clients, (4th Edition, American Bar Association). Dan represents witnesses, plaintiffs and defendants in wide-ranging investigations and proceedings in both civil and criminal litigation; that incredible breadth of experience is reflected in the bottom-line practical counsel he offers in this highly-acclaimed seminar.

Dan Small is a faculty member of the Professional Education Group.