

What others have said about this seminar and *The Power Trial Method*:



A gold-standard CLE seminar – the best I’ve ever attended, by far. Outstanding presentation and content. Great combination of common sense, practical information, and insight into how things really work.

Excellent presentation filled with practical tips and encouragement for trial lawyers to change old habits and improve their advocacy. All this information jam-packed into an entertaining day.

This was my second time attending this seminar and I still learned a lot and enjoyed every minute.

Finally, a book that explains simply and effectively what to do at trial.



At this dynamic seminar, **David Gross**, a three-time recipient of Minnesota Lawyer’s Attorney of the Year, and **Chuck Webber**, a fellow of the esteemed American College of Trial Lawyers, will take you through the entire process of trial preparation and teach you the keys to effective trial advocacy.

Using the NITA trial advocacy book, *Power Trial Method*, Gross and Webber will review everything you need to know for trial, including:

- Trial Preparation
- Opening Statements
- Witness Examinations
- Trial Themes
- Demonstrative Exhibits
- Evidentiary Disputes
- Closing Arguments
- And MORE!

ABOUT THE SPEAKERS



David Gross and **Chuck Webber**, both partners at Faegre Drinker Biddle & Reath LLP, are national speakers who have taught trial advocacy to thousands of attorneys across the country over the past 15 years. Wherever possible, they use examples from actual trials to illustrate the important advocacy concepts at their seminars.

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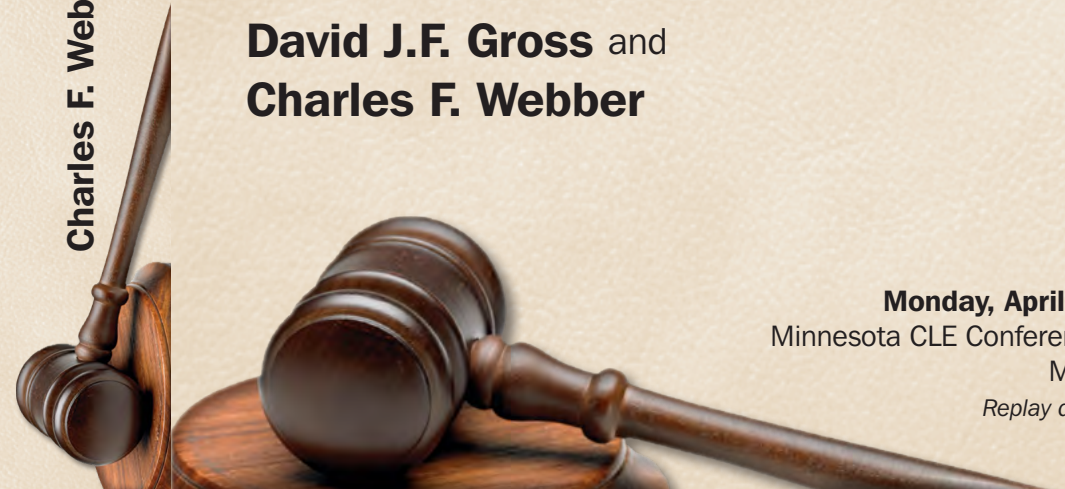


HOW TO
**WIN YOUR
FIRST OR
NEXT TRIAL**

Using the Power Trial Method

Monday, April 27, 2020

Featuring
David J.F. Gross
and
Charles F. Webber



HOW TO
**WIN YOUR
FIRST OR
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Using the Power Trial Method

“Great combination of common sense, practical information, and insight into how things really work!”

Two of Minnesota’s most energetic, enthusiastic, and sought-after trial lawyers want to help you win your next trial.

David J.F. Gross and
Charles F. Webber

Monday, April 27, 2020
Minnesota CLE Conference Center
Minneapolis
Replay details inside.



Minnesota Continuing Legal Education
Your Success Is Our Goal



Featuring
Gross and
Webber’s
NITA trial
advocacy
book!

SCHEDULE

8:30 – 8:55 a.m. CHECK-IN & CONTINENTAL BREAKFAST

8:55 – 9:00 a.m. INTRODUCTION

9:00 a.m. – 12:00 p.m. MORNING SESSION

Where's the Power?

The Power Trial Method begins with a simple question: Where is the power in the courtroom at trial? Who really has the power to decide whether you win or lose? In this session you'll learn:

- Why you should focus on power in the courtroom
- Who has the power to decide whether you win or lose
- How that power is used in most cases

The PTM Approach to a Jury Trial

When you enter the courtroom and begin a trial, you need to consider how power is used in that courtroom, and then do everything you can to tap into those power sources. In this session you'll learn:

- How to assess the trial judge's use of power
- How to persuade the jury to use its power
- What it means to be a PTM trial lawyer

Understanding the Theme Thing

What does it mean to have a theme for trial? Why do you need a theme? Should you have one theme or many themes? In this session you'll learn:

- How to create a one-sentence description of your case
- How to make fairness points
- How to react to your opponent's themes

[15-MINUTE BREAK]

Mastering Trial Preparation and Set Up

Most of the anxiety about trials is based on the sense that you're forgetting something. Would it help if you had a list of things to do? In this session you'll learn:

- Basic tasks involved in trial preparation
- What written materials do you need to prepare for most trials
- How to set up a courtroom for trial

What You Need to Know About Openings

Your opening statement is the principal vehicle for introducing the jury to your case. Are you ready to give your opening? In this session you'll learn:

- The rules for opening statement
- Organizing ideas for your opening statement
- Strategic issues for every opening

The Genuine Way to Fake an Effective Examination

It takes years to develop an effective method for asking witnesses questions on direct and cross-examination. But it doesn't take years to make it look like you know what you're doing. In this session you'll learn:

- What makes an exam a "cross" or "direct"
- How to present an effective direct examination
- How to cross-examine a witness without looking foolish

12:00 – 1:00 p.m. LUNCH (on your own)

1:00 – 4:30 p.m. AFTERNOON SESSION

Some Ideas for Getting Documents into Evidence

Beginning trial lawyers are often intimidated by the mechanics of getting exhibits into evidence. But it's not really such a difficult task. In this session you'll learn:

- How to get documentary evidence admitted
- What are the "magic words"
- How to respond to objections

The Best Demonstrative Exhibits

One of the best ways to simplify your case for the jury is through the use of demonstrative exhibits. In this session you'll learn:

- How to use a big pad of paper
- How to use a "basics board"
- How to use timelines
- How to use charts and graphs
- How to use enlargements or "blow ups" of evidence

Six Objections You Should Know Something About

The law of evidence doesn't have to be as convoluted as it appears at first glance. In reality, most trials involve only a few types of objections. In this session you'll learn:

- How to make an objection at trial
- When to make an objection
- Six common objections

[15-MINUTE BREAK]

Dealing with Expert Witnesses

Professional expert witnesses can be intimidating, but they don't have to ruin your trial. In this session you'll learn:

- What qualities describe an ideal expert witness
- How to teach the jury through your expert witness
- How to avoid humiliation on cross-examination

Closing Arguments that Work

Closing argument gives you your best chance at connecting with the jury and winning your case once and for all. In this session you'll learn:

- What you can and cannot argue
- How to make your best arguments
- What strategic calls you need to make

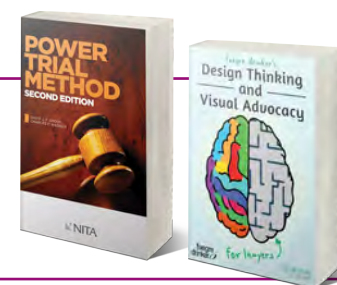
The End Is Near

Your trial is about to end. Now what do you do? In this session you'll learn:

- What to do once the jury starts deliberating
- How to handle questions from the jury
- How to react to the jury verdict (win or lose)

SPECIAL BONUS!

In addition to the *Power Trial Method* book, attendees will receive the book *Design Thinking & Visual Advocacy for Lawyers*.



COURSE INFORMATION

IN-PERSON LIVE SEMINAR

Minneapolis – 4/27/20
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center

IN-PERSON REPLAYS

In-person replay times may differ from the live presentation due to abbreviated lunch and break periods. Check-in and start times are as indicated below.

Minneapolis – 5/19/20
Minneapolis – 6/5/20
(Check-In 8:30; Replay 9:00)
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center

Saint Cloud – 6/4/20
(Check-In 8:15 a.m.; Replay 8:30 a.m.)
Rinke Noonan Law Firm
1015 West St. Germain Street

CREDITS

Minnesota CLE is applying to the Minnesota State Board of CLE for **6.0 standard CLE credits**.

Minnesota CLE also is applying to the Minnesota State Bar Association for **6.0 civil trial specialist credits**.

SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those with a financial need. Contact Grant at gdavies@minncle.org or **651-254-2111** for details or to obtain an application.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend this seminar, please contact Minnesota CLE as soon as possible at 2550 University Avenue West, Suite 160-S, Saint Paul, MN 55114 or call us at 651-227-8266 or 800-759-8840.

CANCELLATION / NO-SHOW POLICY

Paid registrants who are unable to attend or who cancel before the seminar will receive a full credit on their account, or refund upon request.

QUESTIONS?

Call **651-227-8266** or **800-759-8840**. Or, visit us online at www.minncle.org.

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HOW TO WIN YOUR FIRST OR NEXT TRIAL



Thursday, April 27, 2020
Minnesota CLE Conference Center

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IN-PERSON LIVE SEMINAR – 4/27/20:

\$245 MSBA member \$245 paralegal \$295 standard

IN-PERSON REPLAY:

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