

ABOUT THE PROGRAM

Ascertaining the truth is central to the mission of any investigation, interview, mediation, or arbitration. Incomplete, inaccurate, or false statements can hinder your efforts in assisting your client and uncovering vital information.

This seminar is designed to assist individuals in the legal profession to recognize when an answer might be deceptive, how to pick up on verbal and non-verbal cues, how to read and control emotions and body movements, and how to start, conduct, and finish any proceeding.

Douglas Cash will provide you with an overview on how to conduct any proceeding properly from start to finish. He will share his experiences on how to uncover the truth, pick up on deceptive answers, and share tips and insights on how to assess credibility in any legal setting.

ABOUT THE SPEAKER

Douglas Cash
MBA, CFE, CFI, CFCI

Douglas Cash is certified as a fraud examiner, forensic interviewer, and a financial crimes investigator along with being a private investigator. He has more than 27 years of experience in law enforcement and over 13 years of experience in forensic accounting examinations with Eide Bailly, LLP. Douglas Cash has conducted hundreds of interviews in varying depth and surroundings. He specializes in white collar crime and investigating fraud. He has served as lead investigator in various types of fraud-related investigations, including embezzlement, money laundering, identity theft, Ponzi and pyramid schemes as well as theft by misrepresentation.



Minnesota Continuing
Legal Education

2550 UNIVERSITY AVE W #160-S, SAINT PAUL MN 55114

Nonprofit Org.
U.S. Postage
PAID
Minnesota Continuing
Legal Education

DATED MATERIAL – PLEASE EXPEDITE!



RECYCLABLE

HOW TO **Assess Credibility** IN ANY **Legal Setting**



For more information
Scan code for more information or
to register for this course.

Monday, May 10, 2021
Attend Online



Minnesota Continuing Legal Education
Your Success Is Our Goal

NEW SEMINAR

Douglas Cash shares his
expertise with Minnesota
lawyers for the first time!

HOW TO

Assess Credibility IN ANY **Legal Setting**

*Getting to the Truth in Investigations,
Interviews, Depositions and Mediations!*

Learn how to discern honesty from deception by:

- Understanding how memory works
- Studying emotional responses
- Interpreting verbal and non-verbal communication
- Developing your listening skills
- Asking the right questions the right way
- Recognizing your own pre-conceptions and your impact on the proceeding
- Detecting the tell-tale signs of deception

Monday, May 10, 2021

Live Online Only – No in-person attendance

In-Person Passholders – You may use your Pass to register for the online program at no charge.



DOUGLAS CASH
Senior Manager, Fraud & Forensic
Advisory Services at Eide Bailly, LLP
Denver, Colorado

SCHEDULE

8:30 – 9:00 a.m. JOIN ONLINE

9:00 – 10:00 a.m.

How to Start Out the Right Way

- The purpose of the proceeding and what is at stake
- Cost of knowing and not knowing the truth
- Does a proper greeting matter?
- Cultural and gender differences
- How to read handshakes
- The proper way of setting-up

10:00 – 10:15 a.m. BREAK

10:15 – 11:15 a.m.

Asking the Right Questions the Right Way and Avoiding Contamination

- Having the right foundation for your questions
- Are your questions causing your subject to be defensive?
- Why do we miss things?

11:15 – 11:45 a.m.

The Stages of Any Interview or Proceeding

- Orientation
- Narration
- Cross examination
- Resolution

11:45 a.m. – 12:15 p.m.

The Mechanics of Memory and Human Emotions

- How to divide facts
- Left vs. right brain
- Data used in processing signals
- Understanding human emotions

12:15 – 1:15 p.m. LUNCH BREAK

1:15 – 1:45 p.m.

Understanding Truth and Deception

- Truth vs. lies
- Understanding deception

1:45 – 2:15 p.m.

The Science of Human Communication: Recognizing Indicators and Body Movement

- Types of human communications
- Non-verbal indicators and verbal indicators
- Types of gestures

2:15 – 2:45 p.m.

10 Tell-Tale Signs of Deception

- Differences between truthful and deceptive individuals
- Finding the right narrative balance
- Mean length of utterance
- Written statements

2:45 – 3:15 p.m.

Do Not Destroy Your Proceeding

- The importance of demeanor
- What to avoid when asking questions
- Proper tone and attitude

3:15 – 3:30 p.m. BREAK

3:30 – 4:00 p.m.

Finishing Your Proceeding the Right Way

- Closing properly
- Post-proceeding
- Providing new information and reassurances

4:00 – 4:30 p.m.

7 Deadly Sins of Interviewing

- Issue discussion
- Identifying the stages
- How to avoid issues

COURSE INFORMATION

ONLINE PROGRAM

Monday, May 10, 2021
View online at www.minncle.org
Registration for live webcast must be made online at www.minncle.org.

IN-PERSON PASSHOLDERS

You may use your pass to register for the online program at no charge.

COURSE MATERIALS

All course materials will be provided electronically.

CREDITS

Minnesota CLE is applying to the State Board of CLE for **6.0 standard CLE credits**. In no case can you claim more than **6.0 credits** for this seminar.

SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those individuals with a financial need. To obtain a scholarship application, contact Grant at gdavies@minncle.org for details.

CANCELLATION / NO-SHOW POLICY

Paid registrants who cancel before the program will receive a full credit on their account, or refund upon request. Paid registrants who do not cancel and are unable to attend will retain access to the seminar materials through their website account.

ACCOMMODATION

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

QUESTIONS?

customerservice@minncle.org
www.minncle.org
800-759-8840

Register online at www.minncle.org

HOW TO

Assess Credibility IN ANY Legal Setting

Attend Online

3634-21
oma | PAmcs

**ONLINE PROGRAM:
MONDAY, MAY 10, 2021**

Registration must be made online at www.minncle.org

TUITION:

\$225 MSBA member

\$225 paralegal

\$275 standard rate

Passholders attend at no charge.

In-Person Passholders –

You also may use your Pass to register for this online program at no charge.

NEW LAWYER DISCOUNT!

New lawyers who have been admitted to the bar fewer than 3 years receive a 50% discount.

SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those individuals with a financial need. To obtain a scholarship application, contact Grant at gdavies@minncle.org.

JOIN THE MSBA AND PAY LESS FOR MINNESOTA CLE SEMINARS!

To join, go to www.mnbar.org

Or for more membership advantages call 1-800-882-6722.