

# WINNING AT DEPOSITION: SKILLS AND STRATEGY

Learn Deposition Tips and Techniques from Top Litigators

DALLAS

September 24, 2015

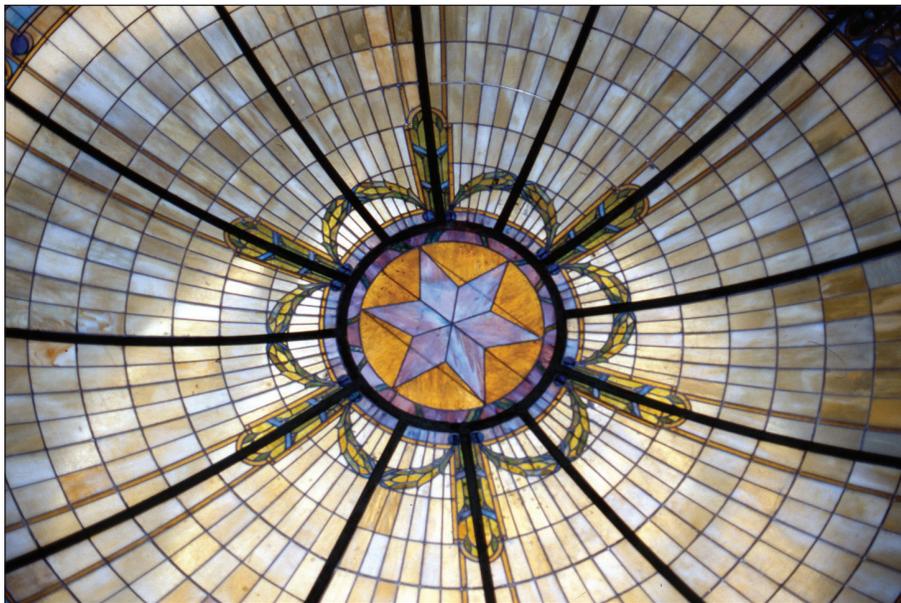
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*Anderson County Courthouse Dome, Palestine, Texas. Oliver McReynolds, 1991*

# TRIAL SKILLS TRAINING CAMP

An Interactive Trial Advocacy Course for New and Seasoned Practitioners

DALLAS

September 25, 2015

Cityplace Conference Center

HOUSTON

October 23, 2015

Norris Conference Center – CityCentre

Earn up to 8.00 Hours of Credit Including 3.25 Hours of Ethics Credit

# WINNING AT DEPOSITION: SKILLS AND STRATEGY

September 24, 2015 ■ Cityplace Conference Center ■ Dallas, Texas

October 22, 2015 ■ Norris Conference Center – CityCentre ■ Houston, Texas

Earn up to 7.00 Hours of Credit Including 1.00 Hour of Ethics Credit

TX Legal Specialization Credit Approved for Administrative, Bankruptcy, Civil Appellate, Civil Trial, Consumer, Criminal Appellate, Criminal, Family, Juvenile, Labor and Employment, Personal Injury Trial, and Workers' Compensation Law

## THURSDAY MORNING

### Presiding Officer:

Shane Read, Dallas, TX

### 8:00 a.m. Registration Opens

Includes continental breakfast.

### 8:50 a.m. Welcoming Remarks

### 9:00 a.m. .75 hr

#### Developing a Winning Strategy

Learn the failsafe tricks to ensure you have a winning strategy at depositions.

Shane Read, Dallas, TX

### 9:45 a.m. .50 hr

#### Essential Rules for Deposing on Behalf of the Plaintiff

When representing the plaintiff, learn the basic, but essential steps for a successful deposition of defendant's expert, a witness or the defendant.

IN DALLAS  
Windle Turley, Dallas, TX

IN HOUSTON  
Jim M. Perdue Jr., Houston, TX

### 10:15 a.m. .50 hr

#### Developing Your Trial Cross Through the Adverse Deposition

Discover effective techniques for getting the answers you need from an adverse witness.

IN DALLAS  
Stephen C. Rasch, Dallas, TX

IN HOUSTON  
David J. Beck, Houston, TX

### 10:45 a.m. Break

### 11:00 a.m. .50 hr

#### From the Coach's Corner: Deposition Preparation by a Trial Consultant

Learn the secrets of successful witness preparation.

Jason S. Bloom, Dallas, TX

### 11:30 a.m. .50 hr

#### Preparing Your Witness for Deposition

Witnesses win cases, and lose them. Learn how to keep your witness from giving it all up in a deposition and how to use the deposition to help prepare your witness to be a winner at trial.

IN DALLAS  
Robert C. Walters, Dallas, TX

IN HOUSTON  
Erica W. Harris, Houston, TX

### 12:00 p.m. Pick Up Lunch

Included in registration.

## THURSDAY AFTERNOON

### Presiding Officer:

Quentin Brogdon, Dallas, TX

## LUNCHEON PRESENTATION

### 12:20 p.m. .75 hr

#### Judicial Perspective on Deposition Disputes and the Use of Depositions at Trial

District court judges share their views on how attorneys should handle disputes at depositions and how attorneys should present depositions at trial.

Moderator:  
Quentin Brogdon, Dallas, TX

IN DALLAS  
Panelists:  
Hon. Bonnie Lee Goldstein, Dallas, TX  
Hon. Tonya Parker, Dallas, TX  
Hon. S. Craig Smith, Dallas, TX  
Hon. Staci Williams, Dallas, TX

IN HOUSTON  
Panelists:  
Hon. Jaclanel M. McFarland, Houston, TX  
Hon. Michael D. Miller, Houston, TX  
Hon. R. K. Sandill, Houston, TX  
Hon. Robert K. Schaffer, Houston, TX

### 1:05 p.m. Break

### 1:20 p.m. .50 hr

#### Beating the Expert

Find out how to take an expert's deposition—how to avoid being intimidated and how to set realistic, attainable goals when you depose the "expert."

Quentin Brogdon, Dallas, TX

### 1:50 p.m. .50 hr

#### Defending the Expert Deposition

There is an art to preparing an expert for her deposition so she succeeds. Learn how to successfully prepare the expert and defend her once the deposition begins.

IN DALLAS  
Dawn Estes, Dallas, TX

IN HOUSTON  
Adam P. Schiffer, Houston, TX

### 2:20 p.m. .50 hr ethics

#### Overcoming the Problem Witness

Acquire the techniques to use against witnesses who feign ignorance, are evasive and are combative.

IN DALLAS  
Frank L. Branson, Dallas, TX

IN HOUSTON  
Rusty Hardin Jr., Houston, TX

### 2:50 p.m. .50 hr

#### How to Take a Deposition in a Contract Case

Understand the unique strategies for taking a deposition in a contract case.

IN DALLAS  
Eric W. Pinker, Dallas, TX

IN HOUSTON  
Christopher W. Martin, Houston, TX

### 3:20 p.m. Break

### 3:30 p.m. .50 hr

#### Taking the Deposition of a Corporate Representative

A review of the rules plus discussion of practical ways to maximize testimony from a corporate representative.

IN DALLAS  
Robert D. Crain, Dallas, TX

IN HOUSTON  
Paul N. Gold, Houston, TX

### 4:00 p.m. .50 hr

#### Using Documents to Win Your Case

Master the skills necessary to authenticate documents and use them at a deposition to win your case.

IN DALLAS  
Elizabeth M. Fraley, Dallas, TX

IN HOUSTON  
Don Jackson, Houston, TX

### 4:30 p.m. .50 hr ethics

#### Putting Combative Lawyers in Their Place

Do not get intimidated by overzealous opposing counsel. Instead, use these techniques to defuse a potential disaster in an ethical and professional manner.

IN DALLAS  
Charla G. Aldous, Dallas, TX

IN HOUSTON  
Michael T. Gallagher, Houston, TX

### 5:00 p.m. Adjourn

# TRIAL SKILLS TRAINING CAMP

September 25, 2015 ■ Cityplace Conference Center ■ Dallas, Texas  
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TX Legal Specialization Credit Approved for Civil Appellate, Civil Trial, Family, and Personal Injury Trial Law

## FRIDAY MORNING

### Presiding Officers:

#### IN DALLAS

Michael P. Maslanka, Dallas, TX

#### IN HOUSTON

Samantha Barlow Martinez, Houston, TX

### 7:15 a.m. Registration Opens

Includes continental breakfast.

### Optional Early Bird Ethics Roundtable

### 7:50 a.m. .50 hr ethics

#### 10+ Tips on Effective Deposition Techniques

Learn how to get the answers you want—effectively and ethically, including the three magic questions.

Michael P. Maslanka, Dallas, TX

### 8:20 a.m. Adjourn

### 8:25 a.m. Welcoming Remarks

### 8:30 a.m. .50 hr

#### The Scarlet W: Waiver

Don't get the label. Learn the latest about preserving error at each stage of trial, including evidentiary objections, jury charge issues and directed verdict or judgment as a matter of law (JMOL). Learn how to avoid waiving your argument on appeal.

#### IN DALLAS

Scott P. Stolley, Dallas, TX

#### IN HOUSTON

G. Keith Grady, Houston, TX

### 9:00 a.m. .75 hr

#### Voir Dire: Finding Your Enemies

Lessons for conducting effective *voir dire*, such as how to expose a possible bias and prejudice in potential jurors through the use of scaling questions and binary questions on jury questionnaires, as well as the use of five generational issues in jury selection.

#### IN DALLAS

#### Moderator:

Trey Branham, Dallas, TX

#### Panelists:

Jason S. Bloom, Dallas, TX

Adam Boesen, Irving, TX

T Nguyen, Dallas, TX

#### IN HOUSTON

#### Moderator:

Derek S. Hollingsworth, Houston, TX

#### Panelists:

Joseph Y. Ahmad, Houston, TX

Edwin Sullivan, Houston, TX

### 9:45 a.m. Bullpen Break

Opportunity to talk one-on-one with morning speakers about your specific questions or issues in the "bullpen."

### 10:00 a.m. .75 hr ethics

#### Winning Opening Statements and Closing Arguments: Make them Effective and Ethical

You have one chance to make a good first impression on the jury and one chance to leave them thinking about voting for you—don't waste them.

#### IN DALLAS

#### Moderator:

E. Leon Carter, Dallas, TX

#### Panelists:

Jason S. Bloom, Dallas, TX

Pete Marketos, Dallas, TX

#### IN HOUSTON

#### Moderator:

Charles H. Wilson, Houston, TX

#### Panelists:

Suzanne L. Davis, Houston, TX

Elizabeth Pannill Fletcher, Houston, TX

### 10:45 a.m. .25 hr

#### The Three Rules of Avoiding Disaster on Direct Examination

Three tips for getting key witnesses ready to testify, including witness evaluation, witness training and witness effectiveness testing with mock jurors.

#### IN DALLAS

Adam Boesen, Irving, TX

#### IN HOUSTON

Dennis G. Herlong, Houston, TX

### 11:00 a.m. .25 hr

#### Use of Depositions at Trial

An examination of the rules regarding depositions and how to use depositions in court.

#### IN DALLAS

Jessica Brown Wilson, Dallas, TX

#### IN HOUSTON

Nancy R. Kornegay, Houston, TX

### 11:15 a.m. .50 hr ethics

#### Clear Thinking at Trial: Be Centered, Be Aware, Be in the Moment

Stressed in trial prep and at trial? Inevitable? Yes. Manageable? Absolutely. Learn actionable techniques and tips for yourself and your witnesses in order to stay focused and effective.

#### IN DALLAS

Melissa Marks Garner, Dallas, TX

Julie Innmon, Dallas, TX

#### IN HOUSTON

Melissa Marks Garner, Dallas, TX

Samantha Barlow Martinez, Houston, TX

### 11:45 a.m. Pick Up Lunch

Included in registration.

## FRIDAY AFTERNOON

### LUNCHEON PRESENTATION

### 12:00 p.m. 1.00 hr | .25 hr ethics

#### Developing a Winning Case Strategy

Most lawyers litigate a case without ever taking the time to realize what will really make a difference at trial. Learn how to identify the most important issue in your case that will affect its outcome and develop a winning strategy at trial.

#### IN DALLAS

#### Moderator:

Shane Read, Dallas, TX

#### Panelists:

Nicole T. LeBoeuf, Dallas, TX

Kacy Miller, Dallas, TX

Hon. Irma Carrillo Ramirez, Dallas, TX

#### IN HOUSTON

Hon. Grant Dorfman, Houston, TX

John H. Kim, Houston, TX

### 1:00 p.m. Break

### 1:15 p.m. .50 hr

#### When You Lose: A Game Plan

Yes, it happens. Transitioning from trial to appeal with a focus on the timing and substance of post-trial motions, bonds and notices of appeal.

#### IN DALLAS

Carl Cecere, Dallas, TX

#### IN HOUSTON

Kelley M. Keller, Houston, TX

1:45 p.m. .50 hr

### When You Win! A Game Plan

Discussion of strategies for collecting on judgment, including post-judgment remedies such as judgment liens, garnishment, execution, turnover proceedings and receiverships under the DTPA.

**IN DALLAS**

Donna Brown, Austin, TX

**IN HOUSTON**

Erin K. Copeland, Houston, TX

2:15 p.m. .25 hr

### Attorney Fees: Five Recent Cases You Must Know

The ins and outs of getting or fighting attorney's fees.

**IN DALLAS**

Stacey H. Cho, Dallas, TX

**IN HOUSTON**

Daniel N. Ramirez, Houston, TX

2:30 p.m. .75 hr | .25 hr ethics

### Beyond the ELMO:

#### Graphics, Models and Much More!

Juries expect to see visual aids and technology in the courtroom. Gain insight from courtroom technology professionals about innovative tools to support your electronic trial presentation.

**IN DALLAS**

**Moderator:**

Sean T. Hamada, Dallas, TX

**Panelists:**

Greg Glass, Dallas, TX

Ryan Malphurs, Irving, TX

**IN HOUSTON**

**Moderator:**

Brian D. Melton, Houston, TX

**Panelists:**

Keith C. Cartwright, Houston, TX

Helen Palmore, Houston, TX

3:15 p.m. **Bulpen Break**

Opportunity to talk one-on-one with afternoon speakers about your specific questions or issues in the "bulpen."

3:30 p.m. .50 hr

### The Paper Chase

It's not just a movie. Explore the interplay between discovery and trial, including pre-trial orders and disclosures. Exciting? Maybe. Crucial? Definitely!

**IN DALLAS**

Meyling Ly, Dallas, TX

**IN HOUSTON**

Kenneth P. Held, Houston, TX

4:00 p.m. 1.00 hr ethics

### How To Learn to Stop Hating and Start Loving the Reptile Brain

Get the latest in cognitive theory and how to make it work for you—ethically and effectively.

Ryan Malphurs, Irving, TX

Michael P. Maslanka, Dallas, TX

5:00 p.m. **Adjourn**

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### WINNING AT DEPOSITION—DS15

*Includes Winning at Deposition book and Luncheon Presentation*

#### 1. Select Location and Date

DALLAS—September 24, 2015

Early registration cutoff Wednesday, September 16

HOUSTON—October 22, 2015

Early registration cutoff Wednesday, October 14

#### 2. Select Registration Type

Individual registration by cutoff date . . . . . \$325

Individual registration after cutoff date . . . . . \$375

#### 3. Select Course Materials Format

Electronic Course Binder Download (PDF) ONLY

Printed Course Binder ONLY

Winning at Deposition Registration Total . . . . . \$ \_\_\_\_\_

### TRIAL SKILLS—TT15

*Includes Course Materials and Luncheon Presentation*

#### 1. Select Location and Date

DALLAS—September 25, 2015

Early registration cutoff Wednesday, September 16

HOUSTON—October 23, 2015

Early registration cutoff Wednesday, October 14

#### 2. Select Registration Type

Individual registration by cutoff date . . . . . \$325

Individual registration after cutoff date . . . . . \$375

#### 3. Select Course Materials Format

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Trial Skills Registration Total . . . . . \$ \_\_\_\_\_

**REGISTRATION SUBTOTAL** . . . . . \$ \_\_\_\_\_

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Winning at Deposition In-House Total . . . . . \$ \_\_\_\_\_

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In-House CLE for 2 . . . . . \$550

\_\_\_\_\_ Additional participant(s) for \$225 each . . . . . \$ \_\_\_\_\_

Trial Skills In-House Total . . . . . \$ \_\_\_\_\_

**IN-HOUSE SUBTOTAL** . . . . . \$ \_\_\_\_\_

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DS15/TT15

**DALLAS**

September 24–25, 2015

CONFERENCE LOCATION



**Cityplace Conference Center**  
2711 North Haskell Avenue  
Dallas, Texas  
214.515.5100

**Self-Parking:**  
Complimentary

KEY DATES

**September 16, 2015**  
*last day for early registration*  
add \$50 for registrations received after this time

**September 18, 2015**  
*last day for cancellation (full refund)*

**September 21, 2015**  
*last day for cancellation (partial refund)*  
\$50 processing fee applied

**September 24, 2015, 8:50 a.m.**  
*Winning at Deposition begins*

**September 25, 2015, 8:25 a.m.**  
*Trial Skills begins*

**HOUSTON**

October 22–23, 2015

CONFERENCE LOCATION



**Norris Conference Center – CityCentre**  
816 Town and Country Boulevard  
Houston, Texas  
713.590.0950

**Self-Parking:**  
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KEY DATES

**October 14, 2015**  
*last day for early registration*  
add \$50 for registrations received after this time

**October 16, 2015**  
*last day for cancellation (full refund)*

**October 19, 2015**  
*last day for cancellation (partial refund)*  
\$50 processing fee applied

**October 22, 2015, 8:50 a.m.**  
*Winning at Deposition begins*

**October 23, 2015, 8:25 a.m.**  
*Trial Skills begins*

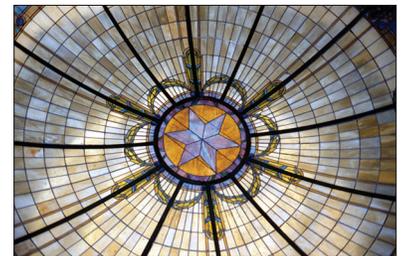
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Anderson County Courthouse Dome,  
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Oliver McReynolds, 1991.  
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