

2016

WINNING AT DEPOSITION: SKILLS AND STRATEGY



August 26, 2016

Thompson Conference Center ■ Austin, Texas

With topics based on the award-winning book by
Shane Read, *Winning at Deposition*, included with registration

Earn up to 7.00 hours of credit

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

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FRIDAY MORNING, AUG. 26, 2016

Presiding Officer:

Quentin Brogdon, Crain Lewis Brogdon, LLP, Dallas, TX

8:00 a.m. Registration Opens

Includes continental breakfast.

8:55 a.m. Welcoming Remarks

9:00 a.m. .75 hr

Developing a Winning Strategy

Learn the fail-safe tricks to ensure you have a winning strategy at depositions.

Shane Read, U.S. Attorney's Office, Northern District of Texas, Dallas, TX

9:45 a.m. .50 hr

Nuts and Bolts When Deposing on Behalf of the Plaintiff

When representing the Plaintiff: essential steps for a successful deposition of defendant's expert, a witness or the defendant.

Linda Turley, Turley Law Firm, Dallas, TX

10:15 a.m. .50 hr

Witness Preparation

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.

Robert C. Walters, Gibson, Dunn & Crutcher LLP, Dallas, TX

10:45 a.m. Break with Q&A

Take a break from formal instruction and chat with program co-chairs about deposition strategies for your cases.

Quentin Brogdon, Crain Lewis Brogdon, LLP, Dallas, TX
Shane Read, U.S. Attorney's Office, Northern District of Texas, Dallas, TX

11:00 a.m. .50 hr

Taking Depositions in Business Cases

Strategies for deposition-taking in business cases, including who to depose first, deposing corporate executives, and how to make sure you have the testimony you need in a complex business case.

Cindy Saiter, Scott Douglass & McConnico LLP, Austin, TX

11:30 a.m. .50 hr

Taking Depositions in Tort Cases

Strategies for deposition-taking in tort cases, including how to ensure you have the liability and damages testimony you need to effectively prosecute or defend your case.

Robert D. Crain, Crain Lewis Brogdon, LLP, Dallas, TX

12:00 p.m. Pick Up Lunch

Included in registration.

FRIDAY AFTERNOON

Presiding Officer:

Shane Read, U.S. Attorney's Office, Northern District of Texas, Dallas, TX

LUNCHEON PRESENTATION

12:15 p.m. 1.00 hr

Interactive Demonstration: Deposition How-To's

Identify problems, ask questions, and discuss the tricks and tips of the day!

Quentin Brogdon, Crain Lewis Brogdon, LLP, Dallas, TX
Shane Read, U.S. Attorney's Office, Northern District of Texas, Dallas, TX

1:15 p.m. Break

1:30 p.m. .75 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, Crain Lewis Brogdon, LLP, Dallas, TX

2:15 p.m. .50 hr

Developing Your Trial Cross through the Adverse Deposition

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

Tracy W. McCormack, The University of Texas School of Law, Austin, TX

2:45 p.m. .50 hr

Taking the Deposition of a Corporate Representative

Review the rules and discuss practical ways to maximize testimony from a corporate representative.

Dawn Estes, Estes Okon Thorne & Carr PLLC, Dallas, TX

3:15 p.m. Break with Q&A

Take a break from formal instruction and chat with program co-chairs about deposition strategies for your cases.

Quentin Brogdon, Crain Lewis Brogdon, LLP, Dallas, TX
Shane Read, U.S. Attorney's Office, Northern District of Texas, Dallas, TX

3:30 p.m. .50 hr

Overcoming the Problem Witness

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

Frank L. Branson, The Law Offices of Frank L. Branson, P.C., Dallas, TX

4:00 p.m. .50 hr

Dealing with Combative and Unscrupulous Lawyers

How to avoid intimidation and manage the disruptive, disreputable and overly zealous lawyer in an ethical, civil and professional manner.

Michael L. Slack, Slack & Davis, L.L.P., Austin, TX

4:30 p.m. .50 hr

Deposition Lessons I've Learned Through the Decades

Hear from one of the legends of Texas practice on how depositions can make or break your case.

David J. Beck, Beck Redden LLP, Houston, TX

5:00 p.m. Adjourn

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This course has been approved for Minimum Continuing Legal Education credit by the State Bar of Texas Committee on MCLE in the amount of 7.00 hours. The University of Texas School of Law is a State Bar of California approved MCLE provider (#1944), and an Oklahoma Bar Association MCLE presumptively-approved provider (#169).

HOW TO REGISTER

Online:
www.utcle.org/conferences/DS16

Mail:
The University of Texas
School of Law
Attn. CLE
PO Box 7759
Austin, TX 78713-7759

Fax:
512.475.6876

Questions? 512.475.6700

*Dietary requirements or accessibility needs?
Call 512.475.6700 or email service@utcle.org*

REGISTRATION BENEFITS

Before the Conference: Access course materials—downloadable PDFs of papers and slides—and speaker and attendee roster in *Your Briefcase* 48 hours before the conference.

After the Conference: Unlimited access to final, complete course materials—downloadable PDFs of papers and slides—in *Your Briefcase*.

eConference: Complimentary 180-day access to the eConference—with papers, slides, and audio—for CLE credit (TX and CA) you may have missed at the live conference. Available in *Your Briefcase* 6–8 weeks after the conference.

TX MCLE Credit Reporting: UT Law CLE can report credit on your behalf directly to the State Bar of Texas. Track your Texas MCLE credit claimed and reported through UT Law CLE in *Your Account*.

Your Account: Activate *Your Account* online at www.utcle.org. Your UT Law CLE Account is created for you as a first-time conference registrant (mail and fax registrations) with the email address you provide.

IN-HOUSE MATERIALS

Bring *Winning at Deposition* in-house. Audio presentations and written materials for learning with your colleagues—for Texas MCLE credit. We manage the accreditation process from approval to reporting. Custom packages available.

REGISTRATION FORM

PLEASE PRINT CLEARLY

DS16

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Firm _____

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Telephone _____ Fax _____

Registrant's Email (required) _____

Assistant's Email (optional) _____

Invoices, confirmations, and receipts are emailed to these addresses.

REGISTRATION—Includes Electronic Course materials, *Winning at Deposition* book, and Friday Luncheon Presentation

Special group registration rates available. Call 512.475.6700.

1. Select Registration Type

- Individual registration by Wednesday, August 17 \$325
 Individual registration after Wednesday, August 17 \$375

IN-HOUSE—For Texas MCLE Credit

ConferenceComplete package includes Audio CD Set plus a Electronic Course Binder Download (PDF) and MCLE Reporting Form for each *participant*. Available for delivery 3–5 weeks after conference date. Shipping included.

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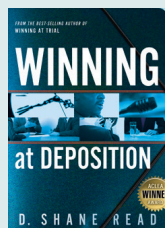
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WINNING AT DEPOSITION



D. Shane Read

Attendees receive a copy of *Winning at Deposition*, winner of the 2012 Association for Continuing Legal Education's Best Publication Award.

Visit
www.utcle.org
 Email
service@utcle.org
 Call
512.475.6700
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AUSTIN

August 26, 2016

CONFERENCE LOCATION



Thompson Conference Center
 2405 Robert Dedman Drive
 Austin, TX
 512.471.3121

Parking:

Complimentary self-parking available in Lot 40
 (subject to availability)

Nearby Accommodations:

AT&T Conference Center
 1900 University Avenue
 Austin, TX
 877.744.8822

KEY DATES

August 17, 2016

last day for early registration
 add \$50 for registrations
 received after this time

August 19, 2016

last day for cancellation (full refund)

August 22, 2016

last day for cancellation (partial refund)
 \$50 processing fee applied

August 26, 2016, 8:55 a.m.

Conference begins

CONFERENCE FACULTY

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 Austin, TX

REASONS TO ATTEND WINNING AT DEPOSITION

- Learn from top Texas litigators as they share their deposition tips and techniques.
- Hear district and county judges' perspectives on deposition disputes and using depositions at trial.
- Develop a winning deposition strategy.
- Discover the secrets of successful witness preparation.
- Acquire the skills to effectively cross-examine an adverse witness and deal with evasive and combative witnesses.
- Learn how to use a deposition to impeach a witness at trial.
- Find out how to beat the other side's expert witness and defend your own.
- Understand the differing strategies for taking depositions in a tort case vs. a contract case.
- Master the art of taking the deposition of a corporate representative.
- Learn techniques to put combative lawyers in their place.