

2017

# WINNING AT DEPOSITION: SKILLS AND STRATEGY



August 24, 2017

Thompson Conference Center ■ Austin, Texas

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

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Earn up to 7.00 Hours of Credit

Texas Legal Specializations Expected for: Administrative Law, Bankruptcy Law, Civil Appellate 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

Texas Accounting CPE Credit Available

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Texas Accounting CPE Credit Available

## THURSDAY MORNING, AUG. 24, 2017

### Presiding Officer:

Quentin Brogdon, Crain Lewis  
Brogdon, LLP, 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 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

#### 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.

Karen C. Burgess, Richardson + Burgess LLP, Austin, 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

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E**

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 (#179).

### 11:00 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

### 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.

## THURSDAY 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.

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

### 2:45 p.m. .50 hr

#### Taking the Deposition of a Corporate Representative

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

Paul N. Gold, Aversano & Gold, Houston, 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 Learned the Hard Way

Learn how depositions can make or break your case.

Darrell L. Barger, Hartline Dacus Barger Dreyer, L.L.P., Houston, TX

### 5:00 p.m. Adjourn

## HOW TO REGISTER

### Online:

[www.utcle.org/conferences/DS17](http://www.utcle.org/conferences/DS17)

### 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](mailto: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 access to the eConference—with papers, slides, and video—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](http://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.

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## REGISTRATION FORM

PLEASE PRINT CLEARLY

DS17

Bar Card# \_\_\_\_\_ ☐ TX ☐ Other State: \_\_\_\_\_ ☐ N/A

Name [ Mr. / Ms. ] \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Registrant's Email (required) \_\_\_\_\_

Assistant's Email (optional) \_\_\_\_\_

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

**REGISTRATION—Includes Electronic Course Materials, Thursday Luncheon Presentation, and *Winning at Deposition* book**

Special group registration rates available. Call 512.475.6700.

### Select Registration Type

- ☐ Individual registration by August 16 . . . . . \$350  
☐ Individual registration after August 16 . . . . . \$400

Winning at Deposition registrants may take \$50 off  
UT Law's 41<sup>st</sup> Annual Page Keeton Civil Litigation Conference.

Register online at [utcle.org/conferences/DS17](http://utcle.org/conferences/DS17) and look  
for this offer on the registration page, or call 512.475.6700.

### ECONFERENCE—For Texas MCLE Credit

Complete eConference package includes the accredited video and complete materials for download from "Your Briefcase" at [utcle.org](http://utcle.org), available 6–8 weeks after the live conference date.

- ☐ Individual eConference . . . . . \$300  
*Call 512.475.6700 to register additional participants.*

TOTAL \$ \_\_\_\_\_

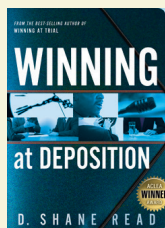
### METHOD OF PAYMENT

- ☐ Check (make check payable to The University of Texas at Austin)  
☐ VISA ☐ MasterCard ☐ American Express ☐ P.O.

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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

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DS17

## AUSTIN

August 24, 2017

### CONFERENCE LOCATION



#### Thompson Conference Center

2405 Robert Dedman Drive  
Austin, TX  
512.471.3121

#### Parking:

Complimentary self-parking available  
in Lot 40, at the corner of Red River Street &  
26<sup>th</sup> Street, and UT Garages  
(subject to availability).

#### Nearby Hotel:

AT&T Conference Center  
The University of Texas at Austin  
1900 University Avenue  
Austin, TX  
877.744.8822 (reservations)

### KEY DATES

**August 16, 2017**

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

**August 18, 2017**

*last day for cancellation (full refund)*

**August 21, 2017**

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

**August 24, 8:50 a.m.**

*Conference begins*

### CONFERENCE FACULTY

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Northern District of Texas  
Dallas, TX

DEBORAH SALZBERG—DIRECTOR  
The University of Texas School of Law  
Austin, TX

### REASONS TO ATTEND

A successful deposition is the most important weapon you have to win your case. But much of the conventional wisdom about depositions is completely wrong. How can you be sure to get it right every time? Attend this one-day conference to learn from top Texas litigators as they share their deposition tips and techniques.

- Gain fail-safe tricks for a winning strategy at depositions
- Discover the secrets to successful witness preparation
- Acquire the skills to effectively cross-examine an adverse witness and deal with evasive and combative witnesses
- Learn how to beat the other side's expert witness and defend your own
- Understand the unique strategies for taking a deposition in a contract case
- Master the art of taking the deposition of a corporate representative
- Learn techniques to put combative lawyers in their place

Attendees of the live conference will receive a complimentary copy of *Winning at Deposition*, the award-winning book by D. Shane Read.