

2018

# WINNING AT DEPOSITION: SKILLS AND STRATEGY



June 28, 2018

Royal Sonesta Hotel ■ Houston, 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 6.75 Hours of Credit  
Approved in TX, CA and OK. Expected in LA.

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, JUNE 28, 2018

### 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

#### Deposing for 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

#### 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

### 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

#### 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.

Erica W. Harris, Susman Godfrey LLP, Houston, TX

### 11:30 a.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

### 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

### 12:20 p.m. 1.00 hr

#### Co-Chairs Interview of Frank Branson and Dick Sayles

Discussion regarding the ethics of witness preparation, dealing with jerk lawyers, and other things. Please submit your questions in advance to [ConferenceQA@utcle.org](mailto:ConferenceQA@utcle.org) or on-site at the conference registration desk.

Frank L. Branson, The Law Offices of Frank L.

Branson, P.C., Dallas, TX

Richard A. Sayles, Sayles | Werbner PC, Dallas, TX

#### Moderators:

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

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

### 1:20 p.m. Break

## UPCOMING CONFERENCES

#### ESSENTIAL CYBERSECURITY LAW

July 25, 2018  
Houston, TX

#### THE CAR CRASH SEMINAR

August 9-10, 2018  
Houston, TX

#### CIVIL LITIGATION CONFERENCE

November 8-9, 2018  
Houston, TX

### 1:35 p.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.

Ricky A. Raven, Reed Smith LLP, Houston, TX

### 2:05 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

### 2:50 p.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.

Jim M. Perdue Jr., Perdue & Kidd, Houston, TX

### 3:20 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

### 3:35 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

### 4:05 p.m. .75 hr

#### Deposition Lessons Learned the Hard Way

Learn how depositions can make or break your case.

Dicky Grigg, Spivey & Grigg L.L.P., Austin, TX

### 4:50 p.m. Adjourn

## HOW TO REGISTER

### Online:

www.utcle.org/conferences/DS18

### Mail:

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

### Fax:

512.475.6876

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**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."

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### eConference

The online eConference includes papers, slides, and video—and CLE credit (TX and CA)—from this year's live conference. Available in "Your Briefcase" 6–8 weeks after the conference.

### Comprehensive Course Binders

Containing papers and slides from the live conference, eBinders are available for download 4–6 weeks after the conference date.

## REGISTRATION FORM

PLEASE PRINT CLEARLY

DS18

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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, Thursday Luncheon Presentation, and *Winning at Deposition* book

Special group registration rates available. Call 512.475.6700.

#### Select Registration Type

- Individual registration by June 20 . . . . . \$350  
 Individual registration after June 20 . . . . . \$400

**FIRST AND SECOND YEAR ATTORNEYS MAY ATTEND FOR JUST \$150! CALL 512.475.6700 TO REGISTER.**

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#### eConference—For Texas MCLE Credit

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

#### Course Binder<sup>†</sup>—For Research and Self-Study

Comprehensive Binder with papers and slides from the live event. Available for download 4–6 weeks after the conference date.

- eBinder Download (PDF) . . . . . \$125  
<sup>†</sup>Texas customers—add 8.25% sales tax or include an Exemption Certificate . . . . . \$ \_\_\_\_\_  
*Sales tax will be invoiced separately on taxable orders for which payment does not include tax.*

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- Check (make check payable to The University of Texas at Austin)  
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Authorized Signature \_\_\_\_\_

If you have dietary requirements or would like to request accommodations under the ADA, please contact Customer Service at 512.475.6700 or service@utcle.org at least 10 business days prior to the conference.

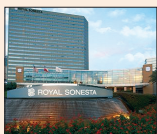
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**HOUSTON**

**June 28, 2018**

**CONFERENCE LOCATION**



**Royal Sonesta Hotel**

2222 West Loop S  
 Houston, TX 77027-3502  
 713.627.7600  
 855.463.3091 (reservations)

**Parking:**

Self-parking \$10 daily; \$16 overnight  
 Valet \$16 daily; \$25 overnight  
 (subject to change)

**KEY DATES**

**June 20, 2018**

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

**June 22, 2018**

*last day for cancellation (full refund)*

**June 25, 2018**

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

**June 28, 2018, 8:50 a.m.**

*conference begins*

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FRANK L. BRANSON  
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 Branson, P.C.  
 Dallas, TX

ERICA W. HARRIS  
 Susman Godfrey LLP  
 Houston, TX

SHANE READ  
 U.S. Attorney's Office, Northern  
 District of Texas  
 Dallas, TX

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 Crain Lewis Brogdon, LLP  
 Dallas, TX

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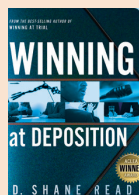
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 Austin, TX

**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.