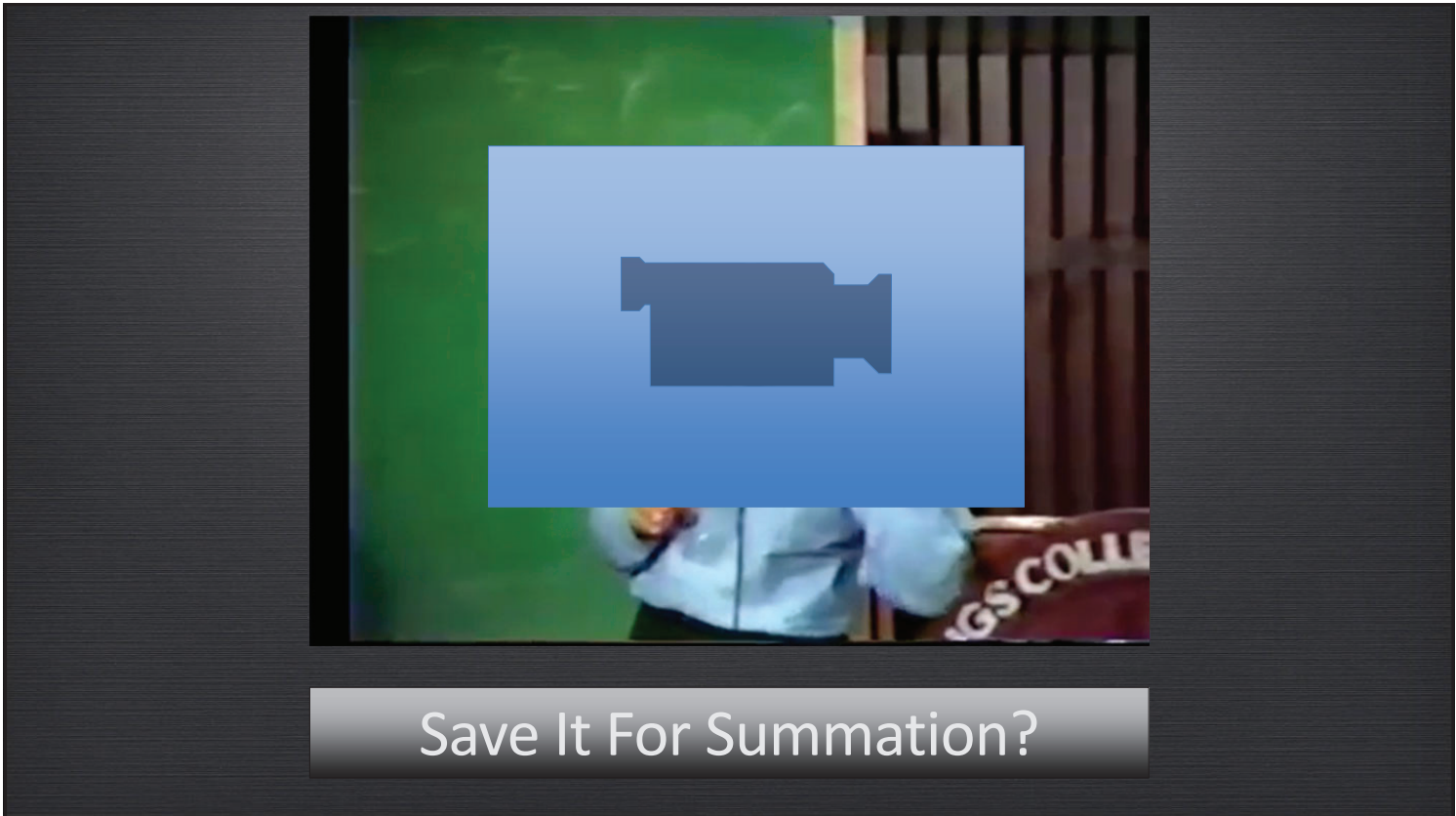




1



2



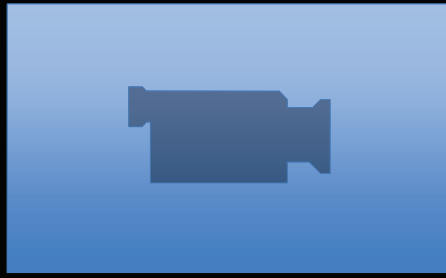
3



**LANIER STATES, "SEE IF I CAN'T  
CHANGE YOUR MIND?"**

4





**LANIER WRITES DOWN MAIN QUESTION**

5



6

Also available as part of the eCourse

[2021 Winning at Deposition eConference](#)

First appeared as part of the conference materials for the  
2021 Winning at Deposition: Skills and Strategy session

**"Keynote"**