

2 PROGRAMS & 3 OPTIONS TO CHOOSE FROM!

NOVEMBER 29TH, 2017:

Persuasive & Effective Trial Skills*

A very special program for young lawyers featuring Larry Pozner & the YLDs

Live Program: 12:30 - 5:00 pm • Reception: 5:00 - 6:00 pm
(*Webcast is not available for this program)

OR

Persuasive & Effective Trial Skills Version 2.0

After-Hours CLE • Program: 5:00 - 9:30 pm

This session is designed for busy young lawyers who can't get away during the day.

2.0 Available exclusively to non-Denver-Metro lawyers live via webcast.

AT THE PERSUASIVE & EFFECTIVE TRIAL SKILLS PROGRAMS, YOU WILL LEARN:

- How to Develop the Theory & Organize from Pre-Trial to Closing
- Pozner's Chapter Method of Cross
- How to Find & Maximize Your Style and Use a Notebook
- How to Plant Seeds during Voir Dire & Build Credibility ... and much, much more!

FREE for New Lawyer Edge Partners!

*Each Session Has Been Submitted for 5 General CLE Credits
Look Inside for Details!*

DECEMBER 1ST, 2017:

Advanced Cross-Examination Using the Chapter Method[®]

Featuring Larry Pozner

Live Program & Live Webcast: 8:30 am - 4:00 pm

AT THE END OF THE DAY, YOU WILL UNDERSTAND HOW TO:

- Maximize Effective Use of Cross-Examination
 - Use the Power of Leading Questions & Form the Right Questions
 - Control Witnesses & Shape Jurors' Perceptions
 - Successfully Create & Use Goal-Oriented Question Sequences
 - Master the Chapter Method to Maximize Each Part of the Case
- ... and much, much more!

*This Session Has Been Submitted for 7 General CLE Credits
Look Inside for Details!*



REGISTER FOR THESE PROGRAMS ONLINE @ www.cba-cle.org

2 PROGRAMS & 3 OPTIONS TO CHOOSE FROM!

Persuasive & Effective Trial Skills AND Version 2.0

Persuasive & Effective Trial Skills Version 2.0 will be held at night and is free for New Lawyer Edge partners! It is designed to be very high-quality, litigation-oriented, professional development as convenient and accessible as possible. If you try cases or argue motions- this will make you a better lawyer. Whether you access the live webcast or attend in the classroom, you'll get the collective wisdom of **Larry Pozner**- joined by sensational young, Colorado, Litigators: **Nicole Black**, **Jake Eisenstein**, and **Jason St. Julien**. The topics and learning objectives: from developing a theory of the case through closing will be informative, fast-paced, and authentic.

(Version 1.0 will be held in the afternoon – you choose!)

NOVEMBER 29, 2017

VERSION 1.0*

Live Program: 12:30 - 5:00 pm

Reception: 5:00 - 6:00 pm

(*Webcast is not available for this program)

VERSION 2.0

Live Program & Live Webcast: 8:30 am - 4:00 pm

Live programs at the **CBA-CLE Classroom**

1900 Grant St., Suite 300, Denver, CO

VIDEO REPLAYS: DECEMBER 14, 2017

Denver, Colorado Springs, and Grand Junction

*Each Session Has Been Submitted for
5 General CLE Credits*

Advanced Cross-Examination Using the Chapter Method[®]

Larry Pozner's Advanced Cross-Examination using the Chapter Method is an amazing course for all Litigators. His Cross-Examination seminars have been presented over 400 times throughout the U.S. & Canada. The course will go through all the important facets of Cross to help you: dominate, train witnesses, shape juror's perceptions, put facts in the best context, derail an opposition, and ultimately win cases. You will learn the power of leading questions and how to use them, control witnesses, one fact at a time, and use and create goal-oriented questioning sequences that block escape. All this, and much, much more!

DECEMBER 1, 2017

Live Program & Live Webcast: 8:30 am - 4:00 pm

Live program at the **CBA-CLE Classroom**

1900 Grant St., Suite 300, Denver, CO

VIDEO REPLAYS: JANUARY 11, 2018

Denver, Colorado Springs, and Grand Junction

*This Session Has Been Submitted for
7 General CLE Credits*

REGISTER NOW – YOU DON'T WANT TO MISS THESE PROGRAMS!

Persuasive & Effective Trial Skills:

Larry Pozner, Esq.
Program Chair
Reilly Pozner LLP
Denver, CO

Nicole M. Black, Esq.
Lewis Brisbois Bisgaard & Smith LLP
Denver, CO

Jake C. Eisenstein, Esq.
Fisher & Associates PC
Denver, CO

Jason A. St. Julien, Esq.
US Attorney's Office
Denver, CO

Advanced Cross-Examination Using the Chapter Method[®]:

Larry Pozner, Esq.
Reilly Pozner LLP
Denver, CO

FACULTY

12:30 pm Registration

1:00 pm **Start at the Beginning: Developing the Theory of the Case by Thinking Ahead to Trial**

- Is the theory of the case the same as your theme for the case?
- Messaging of your theory throughout the life of the case as a key trial technique
- Letting your theory evolve based on the facts and law
- Organizing pre-trial practice to bolster your theme
- Organizing your trial presentation to best convey your theme to judge and jury

Led by *Nicole M. Black, Esq.*

1:25 pm **No Trial Notebook? What's the Worst that Could Happen?**

- Why organization is important.
- Your style is your style: find one.

Led by *Jason A. St. Julien, Esq.*

1:50 pm **Witness Preparation: Where You Win Your Case.**

- "Hold their hand."
- Preparation v. Coaching
- Know their "baggage."
- The "truth statement."

Led by *Jason A. St. Julien, Esq.*

2:15 pm **Why Effective Direct Examination is about Listening to the Room**

- Easing into the case: your witness' credibility begins the dialogue of your case
- Managing the podium: what to have with you and what to have at counsel table, and why
- Managing yourself as the examiner: listen, then listen harder
- Managing your witness: an on point witness is the Star
- Managing your time: the importance of recognizing witness fatigue and counsel monotony
- Wrapping up: let the witness' words reinforce your theme and tie up loose ends

Led by *Nicole M. Black, Esq.*

2:40 pm Networking Break

3:00 pm **The Chapter Method of Cross**

- Breaking cases into understandable parts
- Putting facts into our best context
- Recognizing events valuable for cross-examination
- How chapter method derails the opponent's presentation

Led by *Larry Pozner, Esq.*

3:25 pm **Voir Dire Techniques – Setting the Stage for Success**

- Building credibility and breaking "lawyer" stereotypes
- Keeping the jury talking
- The ABC's of deselection
- Using preemptory and cause challenges
- Planting seeds for closing

Led by *Jake C. Eisenstein, Esq.*

3:50 pm **Keying Opening Statement to Cross-Examination**

- Giving the theory driven opening
- The 3 techniques that win votes now
- Time-saving methods of constructing opening

Led by *Larry Pozner, Esq.*

4:15 pm **Closing Arguments – Arming Your Favorable Jurors**

- Structuring your closing
- Focusing on case themes
- Teaching the law
- Using evidence to support the law
- Being sincere

Led by *Jake C. Eisenstein, Esq.*

4:40 pm **All Faculty Panel Discussion**

An interactive discussion of practice tips, diverse approaches, successful techniques and a variety of trial skills involving the entire faculty.

5:00 pm Adjourn to Reception

5:00 pm Reception - *Co-Sponsored by the New Lawyer Edge and the YLDs of the DBA & CBA*
Reception ends at 6:00 pm

REGISTER ONLINE @ www.cba-cle.org

5:00 pm Registration

5:30 pm **Start at the Beginning: Developing the Theory of the Case by Thinking Ahead to Trial**

- Is the theory of the case the same as your theme for the case?
- Messaging of your theory throughout the life of the case as a key trial technique
- Letting your theory evolve based on the facts and law
- Organizing pre-trial practice to bolster your theme
- Organizing your trial presentation to best convey your theme to judge and jury

Led by *Nicole M. Black, Esq.*

5:55 pm **No Trial Notebook? What's the Worst that Could Happen?**

- Why organization is important.
- Your style is your style: find one.

Led by *Jason A. St. Julien, Esq.*

6:20 pm **Witness Preparation: Where You Win Your Case**

- "Hold their hand."
- Preparation v. Coaching
- Know their "baggage."
- The "truth statement."

Led by *Jason A. St. Julien, Esq.*

6:45 pm **Why Effective Direct Examination is about Listening to the Room**

- Easing into the case: your witness' credibility begins the dialogue of your case
- Managing the podium: what to have with you and what to have at counsel table, and why
- Managing yourself as the examiner: listen, then listen harder
- Managing your witness: an on point witness is the Star
- Managing your time: the importance of recognizing witness fatigue and counsel monotony
- Wrapping up: let the witness' words reinforce your theme and tie up loose ends

Led by *Nicole M. Black, Esq.*

7:10 pm Networking Break

7:30 pm **The Chapter Method of Cross**

- Breaking cases into understandable parts
- Putting facts into our best context
- Recognizing events valuable for cross-examination
- How chapter method derails the opponent's presentation

Led by *Larry Pozner, Esq.*

7:55 pm **Voir Dire Techniques – Setting the Stage for Success**

- Building credibility and breaking "lawyer" stereotypes
- Keeping the jury talking
- The ABC's of deselection
- Using preemptory and cause challenges
- Planting seeds for closing

Led by *Jake C. Eisenstein, Esq.*

8:20 pm **Keying Opening Statement to Cross-Examination**

- Giving the theory driven opening
- The 3 techniques that win votes now
- Time-saving methods of constructing opening

Led by *Larry Pozner, Esq.*

8:45 pm **Closing Arguments – Arming Your Favorable Jurors**

- Structuring your closing
- Focusing on case themes
- Teaching the law
- Using evidence to support the law
- Being sincere

Led by *Jake C. Eisenstein, Esq.*

9:10 pm **All Faculty Panel Discussion**

An interactive discussion of practice tips, diverse approaches, successful techniques and a variety of trial skills involving the entire faculty.

9:30 pm Adjourn

8:30 am Registration

9:00 am PROGRAMMING (includes a 15-minute networking break)

Principles of Advanced Cross-Examination:

- Why cross is more helpful than direct
 - Building our cases around cross
 - Making our theory dominate our opponent's theory
 - Creating witness anxiety to compel honesty
-

The Only 3 Rules of Cross

Using the Power of Leading Questions

- Forming questions to achieve control
- Training witnesses to say yes
- Keeping the cross about our best facts
- Allowing jurors to see our points

Controlling Witnesses One Fact at a Time

- Shaping jurors' perceptions of the facts
- Putting facts into persuasive order
- Painting pictures that channel deliberations
- The science of sentence construction

Creating Goal Oriented Questioning Sequences

- Winning our cases with their witnesses
 - Encouraging truthful responses
 - Sequences that block escape
 - Using logic to drive our desired inferences
-

The Chapter Method of Cross-Examination

- Breaking cases into understandable parts
 - Putting facts into our best context
 - Recognizing events valuable for cross-examination
 - How chapter method derails the opponent's presentation
-

11:45 pm Lunch On Your Own

1:00 pm PROGRAMMING (includes a 15-minute networking break)

Page Preparation of Cross-Examination

- Scripting our cross by chapter
- Keying in exhibits and foundations
- Keeping track of direct exam
- Preparation for instant impeachment

1:00 pm **Sequences of Cross-Examination**

- continued*
- Placing chapters into persuasive order
 - Keeping dishonest witnesses off balance
 - Value based impeachment
 - Diminishing risk in difficult subjects
-

Building the Trial Notebooks

- Short cross – contents of witness file
 - Long cross – subject matter files
 - To-do lists by exhibit and by topic
 - Trial table organization
-

Using Demonstrative Aids in Cross

- Timelines that tell our story
 - Maps and photos that aid theory
 - Making documents interesting
 - Using their trial exhibits to prove our case
-

Controlling the Runaway Witness

- 20 methods of controlling the combative witness
 - Psychological principles that establish witness control
 - Punishing the non-responsive answer
 - Taking advantage of the too-talkative witness
-

4:00 pm Adjourn

New Lawyer Edge ...

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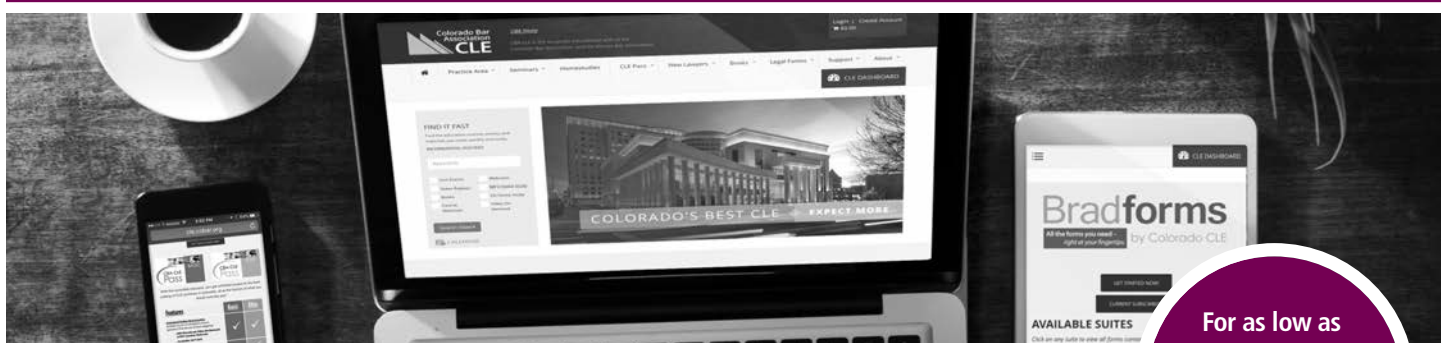
- Faculty / Author Reception: Meet attorneys who've increased their visibility in the legal community through CLE!

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