

A Conversation with the LEGENDS

Masters of Direct & Cross-Examination

What attendees said about last year's program:

- ▶ "The best MCLE I have ever attended. Absolutely outstanding!"
- ▶ "Liked the real world experience from top trial lawyers."
- ▶ "These presenters made me proud to be a lawyer and stand before a jury."

Last fall, MCLE presented a one-of-a-kind program that brought together eight of the very best trial lawyers in Massachusetts for a series of informative "fireside chats." These "legends" gave invaluable tips about all aspects of the jury trial, from jury selection to closing argument. The program was so well-received that we decided to continue the conversation. Please join moderator Richard Zielinski, one of MCLE's most popular speakers, and Judge Kottmyer as they interview six distinguished trial lawyers about the art of direct and cross-examination of witnesses.

There will always be a need for trial lawyers, whether to handle a routine slip-and-fall, first degree murder, or bet-the-company IP case. But where new lawyers once had the opportunity to learn their craft at the feet of the masters and hone their skills trying smaller cases with little or no pretrial discovery, jury trials have become rare and expensive events. Young lawyers today must find creative new ways to make up for the lack of on-the-job training, and programs like this are an essential part of the puzzle. Our experienced panelists—all fellows in the prestigious American College of Trial Lawyers—give practical advice on how to effectively try jury cases, recreate dramatic moments from real trials and share war stories about great victories—as well as painful lessons learned in the courtroom.

Trial lawyers of all ages and experience levels will pick up invaluable tips and insights born of thousands of hours in the courtroom. There simply is no other way a trial lawyer coming up through the ranks can hope to replicate this experience today.

Agenda and written materials

- ▶ How to Effectively Prepare Witnesses to Testify
- ▶ How to Conduct a Successful Direct Examination
- ▶ Using Witnesses to Develop Your Theory of the Case
- ▶ How to Refresh a Witness's Recollection
- ▶ Defusing Bad Evidence on Direct Examination
- ▶ The Effective Use of Documents and Demonstrative Aids in Direct and Cross-Examination
- ▶ Calling Adverse Witnesses in Your Case-in-Chief
- ▶ How to Make Effective Objections
- ▶ The Art of Cross-Examination
- ▶ Effective Impeachment Techniques
- ▶ How to Make a Record for Appeal, Including the Proper Use of Offers of Proof
- ▶ How to Effectively Direct and Cross-Examine Expert Witnesses
- ▶ "Ask the Experts" Q&A Session

FACULTY

Richard M. Zielinski, Esq., *Goulston & Storrs, PC, Boston*, Chair
 Lisa G. Arrowood, Esq., *Arrowood Peters LLP, Boston*
 William J. Dailey, Jr., Esq., *Sloane and Walsh LLP, Boston*
 Anthony M. Doniger, Esq., *Sugarman, Rogers, Barshak & Cohen, PC, Boston*

David G. Hanrahan, Esq., *Gilman, McLaughlin & Hanrahan LLP, Boston*
 Hon. Diane M. Kottmyer, *Superior Court, Commonwealth of Massachusetts (Ret.)*
 Max D. Stern, Esq., *Todd & Weld LLP, Boston*
 Neil Sugarman, Esq., *Sugarman and Sugarman, PC, Boston*

THE LEGENDS



Richard M. Zielinski, Esq., Chair



Lisa G. Arrowood, Esq.



William J. Dailey, Jr., Esq.



Anthony M. Doniger, Esq.



David G. Hanrahan, Esq.



Hon. Diane M. Kottmyer (Ret.)



Max D. Stern, Esq.



Neil Sugarman, Esq.

BOSTON

2:00 p.m. – 5:00 p.m.,
 Wednesday, October 7, 2015
 MCLE Conference Center,
 10 Winter Place, via Winter Street
 Program No. 2160023P01

LIVE WEBCAST

2:00 p.m. – 5:00 p.m.,
 Wednesday, October 7, 2015
 Register at www.mcle.org
 Program No. 2160023WBC

RECORDED WEBCAST

9:00 a.m. – 12:00 noon,
 Wednesday, October 21, 2015
 Register at www.mcle.org
 Program No. 2160023RBC


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 - ▶ \$135
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- ▶ **CALL IN** your credit card order to 800-966-6253, Monday – Friday, 8:30 a.m. – 5:30 p.m.
- ▶ **WALK UP** on the day of the program or **DROP IN** to MCLE’s bookstore, Monday – Friday, 8:30 a.m. – 5:30 p.m.

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A CONVERSATION WITH THE LEGENDS

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