

# Captivate the Courtroom: Presentation Techniques

*Command performance and win the day*

Remember Gregory Peck as Atticus Finch in *To Kill a Mockingbird*? Katherine Hepburn in *Adams Rib*? Tom Cruise in *A Few Good Men*? What they all had in common was an uncanny ability to captivate the courtroom.

But in real life, many trials quickly devolve into endless paper blizzards and sidebar conferences—and jurors are often bored to tears by the first recess. What techniques do great trial lawyers use to grab and hold the jury’s attention and, ultimately, obtain the desired verdict? Attend this groundbreaking, new online seminar featuring four legends of the Boston trial bar to find out. The program also features a view from the bench from a veteran Superior Court judge, and expert commentary from one of MCLE’s most popular and engaging moderators, Richard Zielinski.

## Agenda

- How to Use the Courtroom as Your Stage and Become the Lead Performer
- Effective Use of Themes to Engage and Persuade the Jury
- Why “Less is More” When It Comes to Trying Cases
- When to Object and When to Hold Your Fire
- Selective and Effective Use of Demonstrative Aids
- When Silence Truly Is “Golden” in the Courtroom

## Faculty

Richard M. Zielinski, Esq., *Goulston & Stors, PC, Boston*, Chair

Leo V. Boyle, Esq., *Meehan, Boyle, Black & Bogdanow, PC, Boston*

Lisa C. Goodheart, Esq., *Sugarman, Rogers, Barshak & Cohen, PC, Boston*

Joan A. Lukey, Esq., *Choate Hall & Stewart LLP, Boston*

Hon. Janet L. Sanders, *Superior Court, Business Litigation Session, Commonwealth of Massachusetts*

## Dates & Location

Register at [www.mcle.org](http://www.mcle.org)

### LIVE WEBCAST

Thursday, April 27, 2023

2:00 pm–5:00 pm

Program Number: 2230215WBC

### REBROADCAST

Friday, May 12, 2023

12:00 noon–3:00 pm

Program Number: 2230215RBC

### REBROADCAST

Monday, May 22, 2023

10:00 am–1:00 pm

Program Number: 2230215RB1

### ON DEMAND WEBCAST

View after Monday, May 22, 2023

Program Number: 2230215WBA

## Tuition *(includes written materials)*

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- \$220.50 MCLE Sponsor Members
- \$122.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email [scholarships@mcle.org](mailto:scholarships@mcle.org).

## Materials

The materials for this program are available online only and can be downloaded via the link emailed to you upon registration.

Also, there is no need to take extensive notes. Two weeks after the live webcast, all registrants receive a link to a verbatim transcript and audio and videorecordings of this program.

## CLE Credits

Earn up to 3 CLE credits



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