

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 *Adam's Rib*? Tom Cruise in *A Few Good Men*? What their characters 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 unique online seminar featuring legends of the Boston trial bar to find out. The program also offers 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

- Effective Use of Themes to Engage and Persuade the Jury
- Effective Use of Technology
- Demonstrative Aids in the Courtroom
- Cross Examination of Opposing Parties and Expert
- Keeping Focus on the Jury
- Tips for Effective Openings and Closings

Faculty

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

Lisa G. Arrowood, Esq., *Arrowood LLP, Boston*

Clyde D. Bergstresser, Esq., *Bergstresser & Pollock LLC, Boston*

J.W. Carney, Jr., Esq., *Carney, Gaudet & Carney, Boston*

Elizabeth N. Mulvey, Esq., *Libby Hoopes Brooks & Mulvey, P.C., Boston*

Edward P. Schwartz, Esq., *Partner/Senior Litigation Consultant, Blueprint Trial Consulting, West Hartford, CT*

Hon. Debra A. Squires-Lee, *Superior Court, Commonwealth of Massachusetts*

Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Thursday, March 7, 2024

2:00 pm–5:00 pm

Program # 2240256WBC

REBROADCAST

Friday, March 22, 2024

9:30 am–12:30 pm

Program # 2240256RB1

REBROADCAST

Monday, April 1, 2024

2:00 pm–5:00 pm

Program # 2240256RB2

ON DEMAND WEBCAST

View after Monday, April 1, 2024

Program # 2240256WBA

Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE 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.

Materials

Massachusetts Courtroom Advocacy ebook, plus speaker materials

- E-materials link emailed upon registration
- Transcript & videorecording emailed 2 weeks post-program

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