

Masters In Opening Statements and Closing Arguments

DATE
Friday,
November 1, 2013

LOCATION
Duval County
Courthouse
501 W. Adams
Street
Jacksonville,
Florida



By Attending you will learn:

- *How to target your opening and closings to your target audience*
- *How to effectively persuade a jury in the courtroom*
- *How to use technology in the courtroom*



Sponsored by
The Foundation
of The American
Board of Trial
Advocates

Presented by
The Jacksonville
and Southeast
Georgia Chapters
of
The American
Board of Trial
Advocates

Scope and Purpose

Educating lawyers in the art of trial advocacy is a primary goal of the Foundation of the American Board of Trial Advocates. The Jacksonville and Southeast Georgia Chapters of ABOTA are proud to present an outstanding program, **Masters in Opening Statements and Closing Arguments**. The purpose of this seminar is to provide lawyers with insights from accomplished practitioners into the art of opening and closing. There will be real-time demonstrations by plaintiff and defense attorneys of effective and convincing opening statements and closing arguments.

See a demonstration of effective use of courtroom technology for openings and closings.

The skills you will see demonstrated are applicable to any civil case, whether IP, Trademark, Personal Injury, Contract, Commercial or otherwise. This program is intended to benefit attorneys who are just beginning their trial practice, as well as those looking for sophisticated new techniques and approaches to opening and closing. Come see how the Masters do it.

The National President of ABOTA, Mick Callahan of St. Petersburg, will speak for a one-hour ethics segment on Ethics and the Trial Lawyer.



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The Foundation of the
American Board of Trial Advocates

PROGRAM CHAIR - JACKSONVILLE

Lynn Leonard
Attorney at Law
Jacksonville, Florida

PROGRAM CHAIR - SOUTHEAST GEORGIA

Eugene C. Brooks
Brooks Law Firm
Savannah, Georgia

OPENING STATEMENTS

Kristen M. Van der Linde
Boyd & Jenerette, P.A.
Jacksonville, Florida

Michael J. Warshauer
Warshauer Law Group, P.C.
Atlanta, Georgia

CLOSING ARGUMENTS

Matthew N. Posgay
Coker, Schickel, Sorenson & Posgay
Jacksonville, Florida

Hugh B. McNatt
McNatt, Greene and Peterson
Vidalia, Georgia

TECHNOLOGY PRESENTER

Raymond Reid
Pajcic & Pajcic, PA
Jacksonville, Florida

ETHICS SPEAKER

Michael T. Callahan
2013 National President of ABOTA
Callahan Martinez, LLC
St. Petersburg, Florida

TECHNOLOGY SUPPORT BY

Michael Downey
Visual Evidence
West Palm Beach, Florida

MCLE CREDIT

The Foundation of the American Board of Trial Advocates has requested of the Florida Bar CLER Department that this program be approved for **6.8 general credit hours** including **1.0 hour ethics**.

The Foundation has requested of the Georgia Commission of Continuing Lawyer Competency that this program be approved for **5.6 hours general credit** including **1.0 hour ethics**.

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SCHEDULE

- 8:30 a.m. Registration continental breakfast**
- 9:10 a.m. Welcome and introduction of speakers**
Lynn Leonard, Jacksonville
Eugene Brooks, Savannah
- 9:20a.m. Demonstration of an Opening Statement
by a Georgia Plaintiff's attorney**
Michael J. Warshauer, Atlanta
- 10:05 a.m. Discussion of Plaintiff's Opening / Questions and
Answers**
- 10:15 a.m. Refreshment Break**
- 10:30 a.m. Demonstration of an Opening Statement
by a Florida Defense attorney**
Kristen M. Van der Linde, Jacksonville
- 11:15 a.m. Discussion of Defense Opening / Questions and
Answers**
- 11:25 a.m. Break / Pick up Lunch**
- 11:45 a.m. Ethics for the Trial Lawyer**
Michael T. Callahan, St. Petersburg
2013 National President of ABOTA
- 12:45 p.m. Break**
- 12:55 p.m. Demonstration of a Closing Argument by a Florida
Plaintiff's attorney**
Matthew N. Posgay, Jacksonville
- 1:40 p.m. Discussion of Plaintiff's Closing / Questions and
Answers**
- 1:50 p.m. Break**
- 2:05 p.m. Demonstration of a Closing Argument by a
Georgia Defense attorney**
Hugh B. McNatt, Vidalia
- 2:50 p.m. Discussion of Defense Closing /
Questions and Answers**
- 3:00 p.m. Technology in the Courtroom**
Ray Reid, Jacksonville
- 3:50 Discussion of Technology /
Questions and Answers**
- 4:00 p.m. Adjourn**

REGISTRATION FORM

Friday, November 1, 2013
Duval County Courthouse
501 W. Adams Street
Jacksonville, Florida 32202

Please mail or fax to:
ABOTA Foundation
2001 Bryan Street, Suite 3000
Dallas, TX 75201-3005
Fax (214) 871-6025
Phone (800) 779-5879
www.abota.org

Please type or print.

Name (Mr./Ms) _____

Firm _____

Address _____

City _____

State _____

ZIP _____

Phone () _____

Fax () _____

FL Bar # _____

GA Bar # _____

E-Mail Address _____

Name for Name Badge _____

Register online at www.abota.org, the CLE and Events dropdown. Click on CLE, then forward to November. Online registration closes October 30 at 4:00 p.m. EDT.

TUITION AND COURSE MATERIALS

\$330.00 PER REGISTRANT (A discounted rate of \$280.00 per person will be offered to firms sending three or more attorneys to the program. The first three registrations must be received at the same time to qualify for the discount.)

\$20.00 surcharge required for Georgia CLE

Please select one of the following:

Electronic Course Materials (email address required)

Course Materials Hard-copy

If no selection is made, you will receive printed course materials at registration.

Registrations received after October 24th are not guaranteed hard copy materials.

Refund Policy: Refunds will be given, less a \$40 administrative fee, only for written requests received *in the ABOTA Foundation Office* by October 25, 2013.

All registrations must be pre-paid.

Make check payable to **ABOTA Foundation** or charge to:

Visa

MasterCard

American Express

Discover

Card # _____

Exp. Date _____

Security Code _____

Name on Card _____

Signature _____

Billing Zip _____

Please return to: ABOTA Foundation, 2001 Bryan, Suite 3000, Dallas, Texas 75201

Phone: (800) 779-5879

Fax: (214) 871-6025

www.abota.org

PROGRAM LOCATION

The Program will be held in the jury assembly room (Room 2379) on the second floor of the Duval County Courthouse, 501 W. Adams St., Jacksonville, FL 32202. Parking is available in the garage across the street from the courthouse.

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Foundation of the
American Board of Trial Advocates

2001 Bryan Street Suite 3000 Dallas, Texas 75201

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Dallas, TX



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Comments from previous programs

"Program well thought-out and extremely well-presented."

"The finest CLE that could be presented"

"Outstanding speakers- well-prepared - excellent demonstration of trial skills."

"Great program! Had a great time & learned a lot."

"Wonderful program - a fine treat and a wealth of information."

"This seminar was exceptionally well done."

"One of the best I have even attended on practical trial issues."

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