



# Live Webcast Replay with Q & A!



# Discovery Techniques and Strategy

**Monday, December 21, 2015**

**Live webcast replay\***

*with free 30 day archive*

7:00 am – 1:30 pm (Pacific)

8:00 am – 2:30 pm (Mountain)

9:00 am – 3:30 pm (Central)

10:00 am – 4:30 pm (Eastern)

11:00 am – 5:30 pm (Atlantic)

\*Live webcast replays provide for live interaction among participants, including the ability to ask questions and receive answers from our CPD team by web chat. Speakers who originally presented the program will not be online for live chat during the replay. For non-accrediting provinces, please verify with your law society in advance the circumstances under which CPD credit will be recognized for this course. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.

## Who Should Attend

Whether you're new to trial practice or want to refresh your discovery skills, this dynamic, information-packed program by one of America's litigation icons is an opportunity not to be missed.

## About the Program

Cases are won and lost at discovery. For over thirty years, David Markowitz has been studying American deposition and trial techniques, and presenting seminars to improve the skills of practising lawyers. Don't miss Dave's best-selling deposition seminar, adapted for a Canadian audience, in which he shares his 10 important goals of discovery, including avoiding undesired results. Learn the value of question structure and how to deal with evasive and incomplete answers, the most important questions and techniques the best lawyers use, and a key component of any discovery - knowing when to stop asking questions. Through Dave's keen ability to communicate and persuade, he will demonstrate powerful, practical methods for getting the most from your discoveries in the future.

## Program Schedule (Eastern)\*

### 10:00 Conducting a Discovery Part I

- Discovery goals
- How to ask questions effectively
- What to ask

### 1:00 Meal break/changeover between morning and afternoon sessions

### 1:30 Conducting a Discovery Part II

- Dealing with the problem witness
- When to stop asking questions
- Getting it all - discovery thoroughness
- Style and demeanor

### Defending a Discovery

- Goals
- Pre-discovery meetings with witnesses
- Teaching your client how to be a terrific discovery witness
- Protecting your client during a discovery

### 4:30 Wrap up and program evaluation

\*Both the morning and afternoon sessions include a 15 minute health break.

## Here's what past attendees have said about Dave Markowitz's program:

- "Brilliant, thorough, prepared, articulate - and practical! David Markowitz is incredible!"
- "It's like being with a mentor all day!"
- "I've seen him three times and I learn something new each time!"
- "I knew Mr. Markowitz was a great presenter—and I wasn't disappointed. You don't learn any of this in law school"
- "I can't remember a better CLE for litigators."

### **CPD CREDIT HOURS:**

**ON:** This program is eligible for up to 6.0 CPD hours, including 0.5 Professionalism hours

**BC:** This program has been approved for 6.0 CPD hours

**SK & NB:** CPD applications are pending.

Attendance by lawyers in other mandatory CPD jurisdictions may be eligible for up to 6.0 hours of CPD credit. Please verify with your law society in advance the circumstances under which they will recognize CPD hours for this course.

Seminar Partners is an Accredited Provider of Professionalism Content by the Law Society of Upper Canada, and a pre-approved CPD Provider of the Law Society of British Columbia.

## Meet Your Presenter



**David B. Markowitz** is considered to be among the best trial lawyers in the American Northwest. His keen instincts and commanding presence have made him a courtroom icon. He is a senior partner in the law firm of Markowitz, Herbold, Glade & Mehlhaf,

where he focuses on commercial litigation. Dave is recognized in *The Best Lawyers in America* for "bet-the-company" litigation, is a fellow of the American College of Trial Lawyers, and is a member of the International Academy of Trial Lawyers. He was recognized by *Chambers USA* as one of the top commercial litigators in Oregon and by *Super Lawyers* magazine as the top Oregon Lawyer for 2013. In addition to his active trial schedule, Dave is a popular, internationally sought-after speaker. His deposition program, adapted for this presentation for Canada, is a nationally-recognized training seminar in the US, and was produced as a DVD by Trial Guides™. It is one of the company's best-selling products.

✓ Yes, I want to attend ***Discovery Techniques and Strategy - Live webcast replay***

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\* Materials will be distributed electronically in advance. Live webcast replay includes 30 days archive. Archive will be made available 2 to 3 working days after the replay. Webcasts cannot replicate the quality or rich interaction of in-person attendance.

**REGISTRATION FEE (with ON HST\*):**

**\$325.00 + \$42.25 (13%) HST\* = \$367.25**

**Up to 40% off original broadcast price!**

\*If paying by cheque, adjust tax for attendee's province as follows: 5% in AB, BC, MB, NWT, NU, SK, YK. 13% in NB, NL, ON. 14% in PEI. 15% in NS.

**Register online:** <http://seminarpartners.ca/register-for-courses/>

**Register by mail, fax or phone:** Return this form with payment to Jennifer Snoyer, Finance and Communications Coordinator, Seminar Partners, 110 Eglinton Ave. W., Suite 303A, Toronto, ON M4R 1A3 Tel. 1.866.606.4212 or 647.352.8633 Fax 647.352.8533. Email: [jennifer@seminarpartners.ca](mailto:jennifer@seminarpartners.ca). Registration fee is refundable less \$50 admin fee if written cancellation received 10 working days before the program. No refunds will be made after the cancellation date. Program content, speakers and location may change without notice. See our website for all policies. In the event of program cancellation, our liability is limited to refund of registration fees. GST/HST #848208492

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