



**In-person Toronto**  
**or**  
**Live Video Webcast**  
*Watch on your computer!*



# The Crash Course in Cross-exam

**Friday, November 20, 2015**

**Live in-person**

**1:00 pm – 4:00 pm (Eastern)**

Global Knowledge Training Centre  
2 Bloor St. E., 31<sup>st</sup> Floor • Toronto

**Live webcast on your computer**

*with free 30 day replay\**

10:00 am – 1:00 pm (Pacific)

11:00 am – 2:00 pm (Mountain)

12:00 pm – 3:00 pm (Central)

1:00 pm – 4:00 pm (Eastern)

2:00 pm – 5:00 pm (Atlantic)

*This webcast allows for live interaction between attendees and the presenter, including the ability to ask questions by web chat, and receive live answers by video. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.*

## Who Should Attend

This fast-paced, media-rich program will entertain and benefit every practicing lawyer, regardless of age, experience or practice area.

## About the Program

The overriding issue when any witness testifies - in a mediation, pre-trial hearing or at trial - is credibility. Your effectiveness and success as an advocate are grounded in your ability to expertly defend your witnesses' credibility, or to effectively attack your adversary's. But what do you ask? And when do you ask it? Irving Younger's teachings on credibility and cross-examination electrified and inspired an entire generation of lawyers. Younger's classic rules are reborn in this contemporary update by Professor Stephen Easton. Incorporating more than two dozen video clips from Younger's masterpiece presentation, Easton takes a fresh look at the philosophy, psychology and physiology of credibility, and expands on Younger's 10 Commandments of Cross to ensure they bring the same impact to the modern courtroom. Don't miss this extraordinary seminar, adapted for Canadian lawyers, featuring two of North America's most passionate and practical thinkers on cross-examination.

## Program Agenda (Eastern)

**1:00 - 2:30**

### **Preliminary Thoughts on Cross-examination**

- Terminology
- Three types of cross-examination
- Required elements for successful cross-examination
- Evidence law regarding impeaching and accrediting
- The law of impeachment: what you can ask about
- Competence factors
- Special modes of discrediting
- Reputation for veracity
- The law of accrediting: rebuilding credibility

*2:30 - 2:45 Break*

**2:45 - 4:00**

### **Irving Younger's "10 Commandments of Cross-examination" (with a few additional suggestions)**

- Be brief: don't just tell them - show them.
- Ask short questions using plain words: get one fact per question.
- Ask leading questions: write questions that must be answered "yes."
- Ask only questions to which you already know the answer: be ready to "prove up" your questions immediately.
- Don't let the witness merely repeat direct testimony: set the trap before springing it.

Continued→

## Program Agenda Continued

- Don't let the witness explain: secure your right to control the witness.
- Listen to the witness's answer: record important testimony in the witness's own words.
- Don't quarrel with the witness: do not "improve" the witness's prior statements.
- Avoid the "one question too many": stay well clear of "the door."
- Save the argument for summation: resist the temptation to wrap your cross

4:00 Program wrap-up and evaluation

## Praise for Steve Easton:

- *One of the best seminars I have ever attended!! Nice augmentation to Irving Younger.*
- *First rate! Good job of connecting material in text, slides, Younger's presentation & practicality.*
- *Well prepared, knowledgeable, clear presentation. Like the different visual aids, wonderful speaker.*
- *I have attended and enjoyed Easton's seminars before -- they all have been excellent.*
- *Liked the switching from Easton to Younger. I would recommend to my cohorts.*
- *Best seminar I've attended in 27 years. I was rapt.*

## About the Presenter



**Stephen Easton** is a trial lawyer and award-winning teacher. A former U.S. Attorney for North Dakota, and past partner in the firm of *Pearce & Durick*, he was dean for 4 years of the University of Wyoming College of Law, where he remains a Professor of Law. He previously taught law at

The University of Missouri-Columbia School of Law. He is the author of *How to Win Jury Trials: Building Credibility with Judges and Jurors*, and co-author of *Professional Responsibility: Problems, Case and Materials, 3rd Ed.* His articles have been widely published in the legal and popular press. Steve received his J.D. from Stanford Law School.



**ON:** This program is eligible for up to 3.0 Substantive hours

**BC, SK & NB:** This program has been approved for 3.0 CPD hours

Lawyers in other mandatory CPD jurisdictions may count their attendance at this program towards their CPD requirement/plan. 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.

## ✓ Yes, I want to attend *The Crash Course in Cross-exam*

**Choose your learning format:**  Live in-person **OR**  Live webcast with replay\*

1:00 pm to 4:00 pm (Eastern) • November 20, 2015 • Global Knowledge Training Centre • 2 Bloor St. E., 31st Floor • Toronto

\* Materials will be distributed electronically in advance. Live webcast includes free video replay for up to 30 days after the program. Replay link will be made available 2 to 3 working days after the program. Webcasts cannot replicate the quality or rich interaction of in-person attendance.

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

**On or before October 14, 2015: \$350.00 + \$45.50 (13%) HST\* = \$395.50 - Save \$40.00!**

**After October 14, 2015: \$390.00 + \$50.70 (13%) HST\* = \$440.70**

\*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

Name: \_\_\_\_\_ Firm: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

### Payment information (or cheque payable to Seminar Partners)

Please charge \$\_\_\_\_\_ to my VISA/MC

Card #: \_\_\_\_\_ CVV: \_\_\_\_\_

Card Expiry: \_\_\_\_\_ Signature: \_\_\_\_\_

**Billing address (if different than address above):**

\_\_\_\_\_  
\_\_\_\_\_