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Discovery Strategy and Techniques

with acclaimed presenter

David Markowitz

Thursday, June 1, 2017

Live in-person

9:00 am – 4:00 pm (Eastern)

Global Knowledge Training Centre
2 Bloor St. E., 31st Floor • Toronto

Live webcast

includes 30 day replay*

6:00 am – 1:00 pm (Pacific)

7:00 am – 2:00 pm (Mountain)

8:00 am – 3:00 pm (Central)

9:00 am – 4:00 pm (Eastern)

10:00 am – 5:00 pm (Atlantic)

** This program features real-time video and audio of the presenter with synchronized slides, and the ability to ask questions by web chat, and receive real-time 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

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, and updated in this presentation, 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)

8:30 *Registration*

9:00 Conducting a Discovery Part I

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

12:00 *Lunch break*

12:45 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

4:00 *Wrap up and Program Evaluation*

**Includes two 15 minute breaks*

Register today! • seminarpartners.ca • 1.866.606.4212 • jennifer@seminarpartners.ca

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."
- "I can't remember a better CLE for litigators."
- "So practical. You don't learn any of this in law school."



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, with a min. 0.5 hours involving professional responsibility, ethics, client care & relations, and/or practice management.

SK: This program has been approved for 6.0 CPD hours, 0.5 hours of which qualifies as ethics.

NB: This program has been approved for 6.0 CPD hours. Lawyers in all other mandatory CPD jurisdictions may count their actual attendance 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.

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 has been named a top Oregon Lawyer by *Super Lawyers* magazine. In addition to his active trial schedule, Dave is a popular, internationally sought-after speaker. His deposition program, adapted exclusively for this Canadian presentation, is a nationally-recognized training seminar in the US, and was produced as a DVD by Trial Guides™.

✓ Yes, I want to attend *Discovery Strategy & Techniques, with David Markowitz*

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

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* 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 April 27, 2017: \$445.50 + \$57.92 HST (13%*) = \$503.42 – Save \$50.00!

After April 27, 2017: \$495.00 + \$64.35 HST (13%*) = \$559.35

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

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. 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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