



*Get your
witnesses ready –
step by step!*



Powerful Witness Preparation

*with acclaimed trial lawyer &
advocacy teacher Dan Small*

**Thursday, October 26, 2017
Live Webinar with Chat**

*includes 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 program features real-time 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

This program is designed for all lawyers who want to improve their witness preparation skills.

ABOUT THE PROGRAM

Your witnesses are not ready to testify until you make them ready! Ethical and effective witness preparation will not change the facts, but it can define the way those facts are delivered. Whether you've prepared hundreds of witnesses or are still feeling your way through the process, you can learn how to make your witness a powerful, compelling communicator and improve your witness preparation skills. Let acclaimed trial lawyer and advocacy teacher Dan Small lead you through the essentials of witness preparation, from a step-by-step method to prepare your witnesses to solutions to level the playing field when you don't have the advantage. You'll learn how to teach your clients the key principles of testifying, and how to give your clients, your witnesses and yourself the confidence you need for trial. Small's objective is to rapidly increase your learning curve, while minimizing the problems caused by inadequate or improper witness preparation. His tips, tactics, and techniques will help transform your witnesses into key assets and make you a stronger advocate.

SCHEDULE (Eastern)

1:00 - 2:30

Welcome and Introduction

**The Challenge: Three Mistakes Witnesses Make;
Seven Mistakes Lawyers Make**

**The Process: Preparation - Key Steps; Preparation
Checklist; Key Goals**

**The Rules: Basic Principles; Framing the Message;
The Ten Rules; Making an Impact**

2:30 - 2:45 Break

2:45 - 4:00

**Ethical Challenges: Preparation Does Not Mean
Coaching**

**Adapting to the Situation: Interview v. Testimony;
Discovery v. Trial; Direct v. Cross**

**Special Witness: Expert Witness; Physician Witness;
Party Witness**

“Ask the Expert” Q&A Session

4:00 Wrap up and Program Evaluation

MEET YOUR PRESENTER



Dan Small's expansive career provides the unique basis for his excellence as a teacher and author. His impressive body of work includes lawyering for the U.S. Department of Justice, work as corporate general firm and private practice

with both small and large firms.

Small is a partner at Holland & Knight LLP in their Boston and Miami offices. He represents witnesses, plaintiffs, and defendants in wide-ranging investigations and proceedings and in both civil and criminal litigation (including fraud, regulation, insider trading, revenue recognition and more). He is a 1979 graduate of Harvard Law School and a *cum laude* graduate of Harvard College. A former Lecturer on Law at Harvard and a frequent media commentator, Dan is also author of *Preparing Witnesses: A Practical Guide for Lawyers and Their Clients*, (3rd Edition, ABA).

PRAISE FOR DAN SMALL

- "Perhaps the best speaker I've ever heard."
- "One of the most practical programs I've ever attended, sharp, to the point and immediately useful."
- "So organized. Enjoyed his use of PowerPoint, anecdotes, video clips and the fact that he offered his tips in numbered lists and bullet points."
- "Tremendous. I've been trying cases for 20 years and I learned a lot about witness prep which I will use in my next trial, next month."
- "Well-planned, entertaining, and with a variety of examples."
- "Essential for anyone who has to interview or examine witnesses in any legal proceeding."



ON: This program is approved for 3.0 CPD hours, including 0.5 Professionalism hours.

BC: This program is accredited for 3.0 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 3.0 CPD hours, 0.5 hours of which qualifies as ethics.

NB: This program has been approved for 3.0 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.

✓ **Yes, I want to attend Powerful Witness Preparation with Dan Small**

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* Materials will be distributed electronically in advance. Live webinars feature real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live questions and verbal responses by the presenter. The recording of the webinar is available for 30 days.

REGISTRATION FEE (with ON HST*):

On or before September 22, 2017: \$350.00 + \$45.50 (13%) HST* = \$395.50 - Save \$40.00!

After September 22, 2017: \$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 ON. 15% in NS, NB, PEI & NL.*

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