PARTICIPANT AGENDA

THURSDAY, FEBRUARY 22, 2018

8:00 – 8:30 a.m.  REGISTRATION AND WELCOME NETWORKING BREAKFAST

8:30 – 11:30 a.m.  MORNING SESSION

- Techniques of Sequencing, Exhaustion, Bracketing, Boxing-in, and Summarization
  - Making the witness tell you everything he or she knows
  - Summarizing techniques to keep the witness from changing his or her testimony
  - Cementing the witness’ testimony
  - Identifying and controlling the difficult witness
  - One fact, one question approach
  - Dealing with nonresponsive answers

- The Difficult Witness
  - How to identify the difficult witness
  - How to control the difficult witness
  - The one fact, one question approach
  - How to deal with nonresponsive answers

- Technique Demonstration: The Difficult Witness

11:30 – 11:45 a.m.  WORKSHOP INTRODUCTIONS

11:45 a.m. – 6:30 p.m.  AFTERNOON SESSION

- Workshop on Taking Depositions: Sequencing, Exhaustion, Bracketing, Boxing In, and Summarization
- Developing a Discovery Plan and Setting Goals
  - Who, what, when, where, and why to depose
  - The written plan
  - Sequencing your discovery
  - Identifying your weakness
  - Developing goals
  - Using the deposition to overcome bias
Developing Rules and Standards
Structuring Miller Mousetrap
Workshop on Deposition Techniques: Establishing Rules/Miller Mousetrap

6:30 – 7:30 p.m.
NETWORKING RECEPTION

FRIDAY, FEBRUARY 23, 2018

8:30 – 9:00 a.m.
NETWORKING BREAKFAST

9:00 – 11:45 a.m.
MORNING SESSION
• Deposing Key Defense Experts
  o Exploration of expert witness opinions
  o Using documents and learned treatises
  o Exploiting the opponent’s weaknesses
• Deposing the Defense Medical Examiner
  o Gaining concessions
  o Developing cross material
  o Obtaining information for use by your expert
  o Discovery of economic interest
• Dealing With the Difficult Situation and Attorney
  o Redwood v. Dobson
  o Handling objections
  o Instructions not to answer
  o Calling the judge
  o Demonstration: Deposing During the Difficult Situation

11:45 a.m. – 1:00 p.m.
LUNCH BREAK

1:00 – 6:00 p.m.
AFTERNOON SESSION
• Workshop on Deposing Defense Experts and Dealing With the Difficult Attorney
• “Death Star” Depositions: The 30(b)(2) Deposition and 30(b)(6) Depositions
  o Finding all the documents
  o Using a 30(b)(2) deposition to discover case dispositive information
  o Depositions of corporate representatives: 30(b)(6) deposition
  o Crafting the notice for your case; for contention depositions related to defenses; demonstration of questions to establish the witness speaks for the corporation; relationship between Rules 30(b)(6) and 32
  o Setting the course for trial and making the plaintiff’s case: The 30(b)(6) deposition strategy, goals, and techniques to nail the defendant
• Workshop on “Death Star” Depositions
SATURDAY, FEBRUARY 24, 2018

8:00 – 8:30 a.m.  
NETWORKING BREAKFAST

8:30 a.m. – 1:00 p.m.  
MORNING SESSION

• General Considerations for Witness Deposition Preparation
  o Deposing plaintiff treating physician
  o The dos and don’ts
  o Unpacking the witness & setting the tone
  o Practice Q & A: Diagnosing witness strengths and weaknesses
  o Delivering quality feedback
  o Checking in with your witness to assess the prep

• Later Use of Depositions at Settlement and Trial

• Workshop on Putting it all Together: Techniques, Establishing Rules and the Miller Mousetrap, Deposing Defense Experts and Difficult Witnesses, “Death Star” Depositions, and Preparing for Cross-Examination at Trial

FACULTY LIST

Joseph V. Camerlengo, Jr.  
The Truck Accident Law Firm

Edward J. Ciarimboli, course advisor  
Fellerman & Ciarimboli

Render C. Freeman  
Anderson Tate & Carr, P.C.

J.D. Hays, Jr., course advisor  
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Jennifer R. Liakos  
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Neil T. O’Donnell  
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Carl Solomon  
The Solomon Law Group

Paul J. Scoptur  
Aiken & Scoptur, SC

Robyn Wishart  
Wishart Brain and Spine Law

*** All agenda topics, times, and faculty members are subject to change ***
HOTEL INFORMATION

AAJ has a limited number of rooms available at the Fort Lauderdale Marriott North at a special group rate of $195.00 per night for standard room, plus any applicable taxes and fees. To reserve a room, please [CLICK HERE](#) or call the Marriott Reservations number at 1-800-319-5705 and state that you are booking with the American Association for Justice. For cancellations or alterations to existing reservations, please contact the hotel directly. AAJ is not responsible for cancellation or early departure fees.

*The cut-off date for reservations at the Fort Lauderdale Marriott North Hotel is February 2, 2018.*

**Fort Lauderdale Marriott North**  
6650 North Andrews Avenue  
Fort Lauderdale, FL 33309  
Toll Free: 1-800-319-5705

REGISTRATION INFORMATION

The Trial Advocacy College: Depositions is full and operating on a waitlist. Email AAJ Education at education@justice.org or call (800) 622-1791 for more information.

CANCELLATION POLICY

Cancellations received by February 7, 2018 will result in a refund less a 10% administrative charge. Cancellations received in writing February 8-14, 2018 will result in a voucher for the entire registration fee, which may be applied toward any AAJ Education college, seminar, or webinar held within one calendar year of the date of issue. Requests for refunds or vouchers received within one week of the program will not be honored. AAJ is not responsible for any room cancellation fees or other travel fees which may result from your cancellation.

*Cancellation requests must be made in writing.*  
Fax or email your cancellation request to the Registrar at 202-625-7084 or education@justice.org.
ADDITIONAL PROGRAM INFORMATION

Available CLE Credit: Approximately 17.25* credits

AAJ has filed for MCLE credit in the appropriate jurisdictions. Registered participants can receive CLE credits depending on the jurisdiction, and they will be applied to your participation in AAJ’s professional recognition programs. AAJ Education programs are routinely accredited by states requiring continuing legal education. Available MCLE credits are contingent upon approval from state bars and/or MCLE boards and may vary by jurisdiction. CLE questions may be addressed by calling the CLE Coordinator at 202-684-9594.

* Number of credits may vary depending on calculation method used by individual state accreditation agencies.

AAJ is a State Bar of California MCLE-approved provider.

To register for this seminar, CLICK HERE.