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WINNING YOUR FIRST CIVIL TRIAL

Saddle Brook, New Jersey
September 25, 2008

PRESENTED BY

Michael F. Martino
*Stein, McGuire, Pantages &
Gigl, LLP*

Christina A. Stoneburner
Fox Rothschild, LLP

CONTINUING EDUCATION

CLE - 6.0

See inside for details!



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IMPORTANT SEMINAR DETAILS

TIME

Registration 8:30 am - 9:00 am

Program 9:00 am - 4:30 pm

Complimentary snacks and refreshments are provided. Lunch is on your own.

TUITION

\$329 for the first registrant

\$319 for each additional registrant

\$309 for new professionals - save \$20!*

**A new professional is anyone with three or less years of professional work experience.*

REGISTERING

Mail registration form on back of this brochure

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DIRECTIONS & PARKING

To obtain directions and parking information, please contact the facility listed above.

FREE REFERENCE MANUAL

Winning Your First Civil Trial

Receive a comprehensive course manual, included with your tuition, which you can take back to your office and use as a reference.

AUDIO RECORDINGS

This seminar will be recorded in its entirety. If you can't attend, you can still obtain the benefits of the information provided by purchasing the manual and CD. See the registration form to order.

CANCELLATION

Has your schedule changed? Visit us on the web or call one of our Customer Service Representatives to learn more about your cancellation options.

THE NBI GUARANTEE

If you aren't satisfied with a seminar or training resource, call or write us and we'll make it right.

SADDLE BROOK — September 25

Wyndham Garden Hotel

50 Kenney Place, Saddle Brook NJ 07663

Phone 201-843-0600

KEY SEMINAR BENEFITS

Sharpen Your Trial Skills and Minimize Stress

- Squeeze all you can out of depositions to build a firm case foundation.
- Get your evidence in and keep your opposition's out with our methods.
- Identify rules of professional conduct you must abide by in order to avoid trouble.
- Confidently know when to sit and when to stand in court.
- Create a checklist of what to bring with you to court so you don't forget anything crucial.
- Prepare witnesses for trial using our strategies for getting the testimony you need.

SEMINAR **OUTLINE**

I. PLAN AND PREPARE FOR TRIAL

9:00 - 10:00, Michael F. Martino

- A. Know the Types of Civil Litigation Cases
- B. How to Select a Case and Choose a Theme
- C. Add "Persuasion Power" to Initial Pleadings and Motions
- D. Understand the Basics of Effective Discovery
- E. Are You Making the Most of Depositions?
- F. Tips for Selecting Evidence and Preparing Exhibits
- G. Outline and Create a Successful Trial Strategy
- H. Checklist - What to Bring with You to Court
- I. Tactics for Preparing Witnesses for Trial

II. KNOW PROTOCOL WHEN YOU ARRIVE IN COURT

10:15 - 11:15, Christina A. Stoneburner

- A. How a Case Moves Through Court
- B. When to Stand and When to Sit
- C. Avoid Common Mistakes Made by New Attorneys
- D. The Strategies of Seasoned Litigators - Revealed
- E. Jury vs. Bench Trials: What's the Difference?

III. SELECT THE RIGHT JURY FOR YOUR CASE

11:15 - 12:15, Christina A. Stoneburner

- A. Voir Dire: Know What You're Doing!
- B. FAQs About Jury Questionnaires
- C. A Crash Course on Jury Instructions

IV. WIN WITH THE MOST SUCCESSFUL LITIGATION STRATEGIES

1:15 - 2:15, Michael F. Martino

- A. Deliver an Opening Statement That Grabs the Jury
- B. Get Your Evidence in and Keep the Opposition's Out
- C. Winning Direct Examination Techniques
- D. What Not to Do When in Cross-Examination of Witnesses
- E. How and When to Object
- F. Persuade Every Juror with a Can't-Miss Closing Argument
- G. Your Job When the Verdict is Announced
- H. How Damages are Calculated in Civil Suits
- I. Skillfully Handle Post-Trial Issues
 - 1. Your Options When Collecting Judgments
 - 2. Procedures for Appealing Jury Verdicts

V. AVOID COMMON ETHICAL PITFALLS

2:30 - 3:30, Christina A. Stoneburner

- A. Rules of Professional Conduct You Must Follow
- B. What You Need to Know About Advocates
- C. Your Obligation to Keep Your Client Informed
- D. Use Meritorious Claims and Contentions for Your Client's Benefit
- E. Candor Toward the Tribunal: Avoid False Statements at All Cost!

VI. BE READY FOR ANYTHING THAT HAPPENS IN COURT

3:30 - 4:30, Michael F. Martino

- A. How the Best of the Best Handle Surprises
- B. When and How to Make Modifications During Trial
- C. Project Confidence When Things Go Wrong

*If needed, the above agenda may be changed to best accommodate all of our attendees.





Winning Your First Civil Trial

September 25 — Saddle Brook



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OUR DISTINGUISHED FACULTY

MICHAEL F. MARTINO is a partner in the Livingston law firm of Stein, McGuire, Pantages & Gigl, LLP, where his main areas of practice are litigation and personal injury defense. He is board certified in civil trial law by the New Jersey Supreme Court. Mr. Martino is on the Board of Directors in the Paralegal Program at Fairleigh Dickinson University at the Madison, New Jersey campus. He is admitted to practice in New Jersey and New York. Mr. Martino earned his B.A. degree from Fairleigh Dickinson University and his J.D. degree from Rutgers University. He is a member of the New Jersey State Bar Association, the American Bar Association, the Defense Research Institute and the American Arbitration Association. In 2005 and 2006, Mr. Martino was named one of New Jersey's "Super Lawyers."

CHRISTINA A. STONEBURNER is an attorney with the Roseland law firm of Fox Rothschild, LLP, where she devotes her practice to employment litigation. Ms. Stoneburner earned her B.B.A. degree from Ohio University and her J.D. degree from Tulane University School of Law. She is a member of the Essex County Bar Association and the New Jersey State Bar Association.

WHO SHOULD ATTEND

This **basic level seminar** is designed for attorneys preparing to try their first cases or civil litigators who wish to refresh their existing knowledge. Paralegals who assist them will also find this program beneficial.

CREDIT INFORMATION

This seminar is a valuable opportunity to get the continuing education that's so crucial to keeping up to date in your profession. Not only was this program carefully designed to meet its educational objectives, but you can also take advantage of specific continuing education credits we've arranged with appropriate accrediting organizations.

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