

# KY DPA LITIGATION PERSUASION INSTITUTE: NEW AND ADVANCED PERSUASION LABORATORY

Sunday, Sept 29 - Friday, October 4, 2013; Kentucky Leadership Center, Faubush, Kentucky

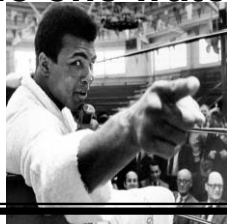
Sunday, September 29, 2013

4:00 p.m. - 5:30 p.m.	REGISTRATION IN FRONT LOBBY
<b>Trial Skills Tracks</b> ( <i>Dining Hall in the Camp</i> )	
4:30 p.m. - 5:30 p.m.	<b>COACHES MEETING</b> ( <i>Kidwell</i> )
5:30 p.m. - 6:15 p.m.	DINNER
6:30 p.m. - 8:00p.m. <b>1.50 CLE</b>	<b>Overview of the Institute</b> - Jeff Sherr
8:15 p.m. - 9:15 p.m.  <b>1.00 CLE</b>	<b>Introductions and Stories</b> - Small Groups
9:15 p.m. -	<b>SOCIAL</b> ( <i>Front Deck Outside</i> )

Directions to Participants for Sunday's & Monday's Small Group Work:

- **Pair-Up** tonight in the small group with another person so each of you can be the other's witness for interviewing, direct, or cross, etc.

**“It’s not the time in the ring that wins a fight, but the work at 4.30 a.m. with no one watching that makes me a champion”**



- Muhammad Ali

EVALUATION LINK: [tinyurl.com/faubush2](http://tinyurl.com/faubush2)

**Monday, September 30, 2013**

7:30 a.m. - 8:15 a.m.	BREAKFAST
	<i>Trial Skills Tracks (Dining Hall in the Camp)</i>
8:30 a.m. – 9:30 a.m. <b>1.00 CLE</b>	<b>Brainstorming Techniques and Demo</b> - Jeff Sherr
9:45 a.m. - 11:00 a.m. <b>1.25 CLE</b>	<b>Brainstorming</b> - Small Groups
11:15 a.m. - 12:00 p.m. <b>.75 CLE</b>	
12:00 p.m. - 12:45 p.m.	LUNCH
1:00 p.m. - 1:45p.m <b>.75 CLE</b>	<b>Brainstorming</b> - Small Groups
2:00 p.m. - 2:45 p.m. <b>.75 CLE</b>	<b>Creating the Theory and Themes of the Case</b> - Mary Moriarty
3:00.m. - 4:15 p.m. <b>1.25 CLE</b>	<b>Draft Theories</b> - Small Groups
4:30 p.m. - 5:45 p.m. <b>1.25 CLE</b>	<b>The “Telling” of Storytelling</b> - Patti Heying and Jeff Sherr
6:00 p.m. – 6:45 p.m.	DINNER
7:00 p.m. - 7:30 p.m.	<b>Coaches Meeting</b> ( <i>Kidwell</i> )
8:00 p.m. – 9:15 p.m. <b>1.25 CLE</b>	<b>Performance of Theory</b> -Small Groups
9:15 p.m. -	<b>SOCIAL</b> ( <i>Front Deck Outside</i> )

**Tuesday, October 1, 2013**

7:30 a.m. - 8:15 a.m.	BREAKFAST
	<b>Trial Skills Tracks</b> ( <i>Dining Hall in the Camp</i> )
8:30 a.m. - 10:15 a.m. <b>1.75 CLE</b>	<b>The “Story” of Story Telling. Storyboarding, Scene Building, and Openings</b> - Jeff Sherr and Lorinda Youngcourt
10:30 a.m. – Noon <b>2.00 CLE</b>	<b>Story Boarding, Scene Building and Evidence Checklists</b> - Small Groups
12:00 - 12:45 p.m.	LUNCH
1:00 – 2:00 <b>1.00 CLE</b>	<b>Story Boarding, Scene Building and Evidence Checklists</b> - Small Groups
2:00 p.m. – 3:45 p.m.	<b>Prepare and Practice Openings</b> - On your own
4:00 p.m. - 6:00 p.m. <b>2.00 CLE</b>	<b>Openings</b> - Small Groups
6:00 p.m. - 6:45 p.m.	DINNER
7:00 p.m. - 7:30 p.m.	Coaches Meeting (Kidwell)
7:45 p.m. – 8:45 p.m. <b>1.00 CLE</b>	<b>Voir Dire and Demo</b> - Mary Moriarty
9:15 p.m.	<b>SOCIAL</b> ( <i>Front Deck Outside</i> )

Directions to Participants for Wednesday's Small Group Work:

- **Voir Dire** - Prepare Voir Dire related to primary elements of your theory

Nobody - repeat, nobody - gets it right the first time.”

- Tom Peters

**Wednesday, October 2, 2013**

7:30 a.m. - 8:15 a.m.	BREAKFAST
<b>Trial Skills Tracks (<i>Dining Hall in the Camp</i>)</b>	
8:30 a.m. - 10:30 a.m. <b>2.00 CLE</b>	<b>Voir Dire</b> - Small Groups
10:45 a.m. - 12:00 p.m. <b>1.25 CLE</b>	<b>Cross Examination</b> - James Beane
12:00 p.m. - 12:45 p.m.	LUNCH
1:00 p.m. - 2:00 p.m. <b>1.00 CLE</b>	<b>Direct Examination</b> - Damon Preston
2:15 p.m. - 4:00 p.m. <b>1.75 CLE</b>	<b>Direct and Cross Exercises and Preparation for tomorrow</b> Block Exercises, outline overall plan for direct witnesses, outline chapters for tomorrow's practice - Small Groups
4:00 p.m. - 6:00 p.m.	Break – <i>prep for tomorrow and nap or exercise recommended</i>
4:00 p.m. - 4:30 p.m.	COACHES MEETING (Kidwell)
6:00 p.m. - 6:45 p.m.	DINNER
7:00 p.m. – 9:00 p.m. <b>1.50 CLE</b>	<b>The Power of Investigation and Storytelling in Action (<i>Main Room</i>)</b>
9:00 p.m. -	<b>SOCIAL (<i>Front Deck Outside</i>)</b>

Directions to Participants for Thursday's Small Group Work:

- **Direct and Cross** – Prepare several chapters for practice tomorrow

“Your notes for questions, openings, and closings should consist of single words or brief phrases, not full sentences. . . Many people let themselves believe that they can't work from notes, and absolutely must have everything written out. Every single one of those people is wrong. They are simply afraid to try it often enough to get the hang of it. These people can be counted on to be boring in court, to lose juror attention, to have no idea how a jury is reacting, to have minimal rapport with jurors, and to have little control over witnesses.” - David Ball

**Thursday, October 3, 2013**

7:30 – 8:15 a.m.	BREAKFAST
	<b>Trial Skills Tracks</b> ( <i>Dining Hall in the Camp</i> )
8:30 a.m. - 10:45 a.m. <b>2. 25 CLE</b>	<b>Practice Cross Examination</b> – Small groups
11:00 a.m. – 12:00 p.m. <b>1.0 CLE</b>	<b>Practice Direct</b> - Small Groups
12:00 - 12:45	LUNCH
1:00 p.m. – 2:15 p.m. <b>1. 25CLE</b>	<b>Practice Direct</b> - Small Groups
2:30 p.m. – 3:30 p.m. <b>1. 00 CLE</b>	<b>Closings</b> - Ernie Lewis
3:30 p.m. - 6:00 p.m.	<b>Prepare Closing</b> - on your own
6:00 p.m. - 6:45 p.m.	DINNER
7:00 - 7:30 p.m.	<b>COACHES MEETING</b> ( <i>Kidwell</i> )
7:30 p.m. - 9:00 p.m.	<b>Working on Closing with Coach of Your Choice</b>
9:00pm - <u>Midnight</u>	<b>KARAOKE in the Cafeteria</b> ( <i>Snacks will be in the Cafeteria</i> )

Directions to Participants for Friday's Small Group Work:

- **Closing:** Prepare a complete (beginning, middle and end) 8 minute powerfully Closing. Use at least one demonstrative aid to advance your most important point.

**Friday, October 4, 2013**

7:30 a.m. - 8:15 a.m.	BREAKFAST	
	<i>Trial Skills Tracks (Dining Hall in the Camp)</i>	
8:15 - 8:45	CHECK-OUT	CHECK-OUT
9:00 a.m. - 10:45 a.m. <b>1.75 CLE</b>	<b>Closings</b> - Small Groups <b>Goal Setting Discussion</b>	
11:00 a.m. – 11:30 a.m.	<b>Command Performances</b> ( <i>Main Room</i> ) - Selected participants <b>Closing Remarks</b> ( <i>Main Room</i> )	

**KBA CLE CREDIT** (60 minutes = 1 credit) - **IF YOU ATTEND ALL SESSIONS**

KBA CLE credits:

**PRACTICE SKILLS TRACK: 33.75 General (0 Ethics)**

Invitation to Participants as you leave this week of learning:

- **We know that change will only happen if you choose to change.** Prepare yourself to make changes when you return to where you work to implement what you have learned this week. Identify the one change that you can most easily make and the one change that would make the most difference. Write them below. Find one person back in your workplace or in your personal life to be your supporter, coach, encourager on making these 2 changes.

- 1) Easiest Change:
- 2) Change that would make the most difference:
- 3) Person you will ask to help you make these 2 changes:

“It’s not a question of telling something that’s not true. It’s telling something that makes it true. That’s what makes a great trial lawyer.”  
*-Stephen Wizner*