

5 Essential Trial Skills Every Attorney Should Have

Presented by:



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Know How To Use
Demonstratives

2

Know
Technology

3

Know
Your
Listener

4

Know When
You've Done
Enough

5

Know The
Doc's You Will
Use on Cross

Demonstratives...Why?

Road Map

Tools & Strategies

Law & Evidentiary Foundations

Demonstratives In Practice

Many tools in the toolbox, e.g.,

- Boards
- Flip charts
- PowerPoint
- “Flying” documents & blowups
- Photographs
- Animations
- Models

Is it relevant?

- *Will it assist in explaining the witness’s testimony?*
- *Is it a fair and accurate depiction of what it purports to represent?*
- *Is it otherwise non-objectionable* (i.e., not unduly prejudicial, etc.)?*

- You can still use TEXT
- Introduce the Characters
- Aggregate, Synthesize, & Simplify
- Timelines/Animation
- Graphic Displays & Illustrations
- Making the Intangible Tangible



TECHNOLOGY

Infrastructure of the Courtroom

PPT v. Google Slides

Interactive Whiteboards v. Flip Charts

Zoom Appearances

Large Screen TV/Monitors



Know Your Listener



v.



Self Perception

Find Your Voice

Be Genuine

Be Yourself

Be Tough when its Time to be TOUGH

Speak to Jurors And Not Yourself



Know When You've Done Enough

Keep that Good Second In Your Pocket

Review the Evidence

Read Jurors



4

Know The Doc's You Will Use In Cross

How To Read Judge/Bench
Who He/She is

Stay Out of the Purple Box



Live In Your Case; Have
Discipline

Defending Only Against
The Kill Shot

5



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