



# Section of Litigation

## Trial Practice Committee LA Regional Workshop



# **CLOSING ARGUMENTS THAT ROCK! HOW TO MOVE JUDGES AND JURIES**

**WEDNESDAY, FEBRUARY 15, 2012**

**2 pm to 6 pm CLE Program**

**6 pm Reception & Networking**

**Co-Sponsors:**

**ABA Section of Litigation, The Woman Advocate Committee  
Los Angeles County Bar Association  
Women Lawyers Association of Los Angeles**



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**About Us**

Our members know that Trial Practice Makes Perfect. The Section of Litigation Trial Practice Committee (ABA’s largest committee with 4000 trial lawyers nationwide) welcomes trial lawyers, judges, law students, and others interested in how closing arguments move decision makers. Join us for the day. Nonmembers are welcome.

**1:00 – 2:00 pm**

**Registration**

**2:00 – 2:15 pm**

**How Closing Arguments Influence Deliberations**

**Welcome Speaker: Cynthia Cohen, Ph.D.,** *Verdict Success LLC*

We’ve come a long way since Henry Fonda turned around the other 11 jurors, but the lessons are everlasting. *Twelve Angry Men* illustrates that jurors need instructions about outside evidence to avoid mistrials. Today social media has a bigger effect in the jury room. Setting the stage for viewing today’s closing arguments, Dr. Cohen addresses how case themes are echoed in jurors’ deliberations.

**2:15 – 3:45 pm**

**Great Closing Arguments**

**Moderator: Holly Fujie,** *Buchalter Nemer*

**Demonstration Speakers:**

**Morgan Chu,** *Irell & Manella*

**Patricia Glaser,** *Glaser Weil*

**Regina Petty,** *Fisher & Phillips*

**Daniel Petrocelli,** *O’Melveny & Myers*

**Thomas Girardi,** *Girardi and Keese*

What works in closing arguments in different practice areas? Learn from the best! A diverse group of high profile trial lawyers demonstrate their effective style in closing arguments in their fifteen minutes from actual cases.

**3:45 – 4:00 pm**

**Break**

4:00 – 5:00 pm

## **Making Practice Perfect – Judging Closings**

**Moderator:** Sean Eskovitz, *Munger Tolles*

**Speakers:**

**Michael Emmick**, *Sheppard Mullin*

**Katherine James**, *Act of Communication*

**Hon. Ronald Lew**, *U.S. District Court, Central District of California*

**Michael Schwartz**, *Trial Advocacy Group LLC*

What moves judges and juries? A judge and an expert panel, experienced in teaching trial lawyers, critiques today's closing arguments and addresses what less experienced lawyers need to know. Learn the seven best-kept secrets for moving judges and juries.

5:00 – 6:00 pm

## **Ethical Issues for Televised Closing Arguments**

**Moderator:** Ruth Kahn, *Steptoe & Johnson*

**Speakers:**

**Hon. Larry P. Fidler**, *Los Angeles Superior Court*

**Charles B. Rosenberg**, *Rosenberg Mendlin & Rosen*

**Kelli Sager**, *Davis Wright Tremaine*

**John Shin**, *Courtroom View Network*

Los Angeles is a hot bed of televised trials. The ethical responsibilities of lawyers and pundits in publicized cases, what lawyers can do to avoid mistrials, and the use of cameras in the courts through subscription service and commercial television will be discussed by a judge, a first amendment lawyer, a TV law series and on air consultant (*LA Law, The Practice, E!*), and a lawyer behind cameras in the courts.

6:00 – 7:30 pm

## **Reception and Networking**

### **Atticus Finch**

*To Kill a Mockingbird*

*"Now, gentlemen, in this country, our courts are the great levelers. In our courts, all men are created equal. I'm no idealist to believe firmly in the integrity of our courts and of our jury system - that's no ideal to me. That is a living, working reality! Now I am confident that you gentlemen will review, without passion, the evidence that you have heard, come to a decision and restore this man to his family. In the name of GOD, do your duty. In the name of God, believe... Tom Robinson."*

## Registration Form

**Meeting Code: LTTP12**

Name \_\_\_\_\_

Affiliation \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Telephone \_\_\_\_\_

Email Address \_\_\_\_\_

ABA Member No. \_\_\_\_\_

**\$70 ABA Section of Litigation Member / \$70 Student  
\$130 Nonmember**

**Mail this registration form with check payable to the American Bar Association to:**

Sean Eskovitz, Munger Tolles, 35th floor, 355 S. Grand Avenue, Los Angeles, CA 90071

### **Register Online:**

– [http://www.americanbar.org/groups/litigation/events\\_cle.html](http://www.americanbar.org/groups/litigation/events_cle.html)

Online cut-off date is Thursday February 9, 2012. You may register after this date by mailing this form or registering on-site (if space is available).

**Attendance List.** The information submitted on this registration form will be used only to create an attendance list for the LA Regional Meeting.

### **Trial Practice Committee Membership Information:**

– <http://apps.americanbar.org/litigation/committees/trialpractice/home.html>

**MCLE Credit.** Requested from MCLE states with general requirements for all attorneys. Each state has its own rules and regulations; therefore, certain programs may not receive full credit in some states. Please check with your state for confirmation of the program's approval or contact Sharyne Tu, (312) 988-6069, [Sharyne.tu@americanbar.org](mailto:Sharyne.tu@americanbar.org) for confirmation of the number of credits approved by any particular state.

**Registration Cancellations.** Requests for refunds must be made in writing and received no later than Monday, February 13, 2012 in the Section of Litigation office. Please fax or email your request to Sharyne Tu, [Sharyne.tu@americanbar.org](mailto:Sharyne.tu@americanbar.org), Fax (312) 988-6234. A \$50 administrative fee will be deducted from the refund. Cancellations received after Monday, February 13, 2012 will not be refunded; the Section gladly accepts substitutions for those unable to attend.

### **Program Chairs:**

Cynthia Cohen, Ph.D.  
Verdict Success LLC  
[ccohen@verdictsuccess.com](mailto:ccohen@verdictsuccess.com)  
(310) 545-7914

Sean Eskovitz  
Munger Tolles & Olson  
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**Committee**

**Trial Practice Committee Co-Chairs:  
Hon. Ruben Castillo, Nash Long, Oran Whiting**

**The Woman Advocate Committee Co-Chairs:  
Lucia Coyoca, Anne Marie Seibel**

**Program Co-Chairs:  
Cynthia Cohen, Ph.D, Sean Eskovitz**

Thanks to **Jay Gulotta, Robert Sumner**, and the **TPC Membership Committee** for contributions to the Workshop. We invite you to join the Section of Litigation Trial Practice Committee today, where ***Trial Practice Makes Perfect!***

**Co-Sponsors**

**Women Lawyers Association of Los Angeles  
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