



**SEAK'S ONLY 2020
WEST COAST TRAINING**

SEAK
The Expert Witness Training Company

Expert Witness Training

How to Be an Effective Expert Witness

March 5-6, 2020 San Diego, CA

How to Write a Bulletproof Expert Witness Report

March 7-8, 2020 San Diego, CA

**Take your expert witness practice
to the next level.**



www.TestifyingTraining.com • www.SeakExperts.com

Registration Information

LOCATION/HOTEL ACCOMMODATIONS: A limited block of rooms will be available at special rates at the site hotel, The Hilton San Diego Harbor Island (www.sandiegoairport.hilton.com) (\$179/night). To make your reservations please call 1-800-445-8667 and mention that you are with SEAK, Inc. Rooms are limited and this rate expires Wednesday, February 19, 2020 so you are strongly encouraged to make your reservations as soon as possible. Please see page 3 for additional information.

TUITION/DISCOUNTS: Tuition for each course is \$1,295 on or before December 20, 2019; \$1,395 December 21, 2019 - February 19, 2020; \$1,495 after February 19, 2020. Your tuition includes continental breakfast and lunch with faculty each day and a detailed conference manual. Group discounts are available for two or more persons registering from the same organization. Discount prices depend on the size of the group. Our programs can also be brought onsite to your organization. Please call 508-457-1111. **A special 50% Conference discount is available on all new and renewal standard listings in the SEAK Expert Witness Directory placed by attendees while at the seminar. To register, please visit www.seak.com or call 508-457-1111.**

CONTINUING EDUCATION CREDIT: Please see pages 4 and 7 for CEU information.

CANCELLATIONS: Conference cancellations received in writing on or prior to February 19, 2020 will receive a full tuition refund. Persons cancelling after February 19, 2020 will receive a full tuition credit.

MAIL to: SEAK, Inc., P.O. Box 729, Falmouth, MA 02541 **FAX to:** 508.540.8304

CALL: 508.457.1111 or **REGISTER ONLINE:** www.seak.com

Tuition for each course is \$1,295 on or before December 20, 2019; \$1,395 December 21, 2019 - February 19, 2020; \$1,495 after February 19, 2020.

PLEASE REGISTER ME FOR:

- How to Be an Effective Expert Witness** (March 5-6, 2020)
- How to Write a Bulletproof Expert Witness Report** (March 7-8, 2020)

Expert Witness Training Seminars Available on DVD: (MA residents add 6.25% sales tax)

- Law For Experts: What You Need to Know to Succeed (\$895)**
- How to Excel as an Expert Witness in Patent Cases: Special Techniques (\$895)**
- How to Excel as an Expert Witness in Medical Malpractice Cases: Special Techniques (\$895)**
- How to Assist An Expert Witness Practice: The Support Staff Program (\$595)**
- How to Excel as an Expert Witness in Workers' Compensation Cases (\$595)**

Please print or type all items to assure accuracy.

All confirmations will be sent via email to the individual indicated.

Priority Code: SD20

<input type="checkbox"/> Check here if you require special accommodations to fully participate.		
First Name (as it will appear on name badge):		
Last Name:		
Title:		
Company/Organization:		
Specialty/Area of Expertise (to be included on your nametag for networking purposes):		
Mailing Address:		
City:	State:	Zip:
Phone:	Fax:	
E-Mail: (Please print neatly — confirmations and other information will be sent via e-mail)		
<input type="checkbox"/> I've enclosed a check payable to: SEAK, Inc., P.O. Box 729 Falmouth, MA 02541		
OR I'm Paying by Credit Card (please circle card type) MC / Visa / Amex / Discover		
Card Number:	Exp. Date:	
Name as it appears on the card:	Security Code:	
Signature:		

Let SEAK show you how to excel and succeed as an expert witness.

Please join us in gorgeous San Diego, California for SEAK's only 2020 West Coast Expert Witness Training:

1. How to Be an Effective Expert Witness

This intensive, hands-on workshop covers depositions, direct examination and cross-examination. It is SEAK's most popular testifying training program. **You will learn how to be significantly more effective at deposition and trial.**

2. How to Write a Bulletproof Expert Witness Report

Learn how to write more powerful, persuasive and defensible expert witness reports. **Expert witnesses who draft stand out reports often experience far easier deposition and trials and see their practices grow exponentially.**

About SEAK, Inc.

SEAK, Inc. is the Expert Witness Training Company. We were founded in 1980 and have trained thousands upon thousands of expert witnesses and publish numerous texts and practice aids for expert witnesses. For more information, please visit www.TestifyingTraining.com.

Questions About SEAK's San Diego 2020 Expert Witness Training?

If you have any questions about our upcoming SEAK Expert Witness Training feel free to contact SEAK's Principal James J. Mangraviti Jr., Esq., at 978-276-1234 or Jim@seak.com.

Hotel And Travel Information

The Hilton Harbor Island is located near the airport and is situated on San Diego Bay. Guest rooms enjoy scenic views of the marina, Bay and downtown San Diego skyline. The Hilton Harbor Island features ideal proximity to the city's most popular attractions including the Midway, Gaslamp Quarter, Sea Word, and the Zoo. The hotel is within walking distance of fine dining options and features free airport shuttle, heated pool, free wifi, and a 24 hour gym. See page 2 for Group Rate Information.

Hilton Harbor Island Hotel

SEAK Expert Witness Training**How to Be an Effective Expert Witness****The Hilton San Diego Harbor Island****Thursday-Friday, March 5–6, 2020****Executive Summary: The #1 way to grow an expert witness practice is to build the reputation of being an effective witness.**

This is a small group, hands-on, fast-moving interactive workshop covering deposition, direct examination, and cross-examination skills. Attendees will learn how to become markedly more effective and significantly more valuable expert witnesses. Instruction will utilize four methods: lecture, questions & answers, videos of experts actually testifying in real cases, and mock trial demonstrations using student volunteers. The mock trial demonstrations are based upon a C.V. and sample report submitted in advance by volunteer attendees. Attendees will have an opportunity to participate in demonstrations and to receive constructive feedback as to how to improve their performance. In addition, each attendee will be provided with a content rich seminar manual. **This is SEAK's most popular testifying training seminar and will not be offered again on the west coast for at least 2 years.**

Learning Objectives: At the conclusion of this workshop, you should be able to:

- Discuss the strategies and goals of opposing counsel at deposition and during cross-examination
- Describe how to properly prepare for deposition and trial
- Explain opposing counsel's deposition and cross examination tactics and how to defeat each tactic
- Discuss methods for responding to trick and difficult questions at deposition and trial
- List teaching methods that can be used to improve the persuasiveness of your expert testimony
- List techniques for developing powerful, memorable language and analogies
- Describe how to best insulate yourself from attacks by opposing counsel

"The interactions with the students really made a difference in the experience. It also energized me to up my game to the next level."

"Jim, I'm glad I never had to encounter you as an opposing attorney, but this experience has made me more prepared for just that."

"I really enjoyed watching all the videos of expert (and other) testimony. It helped put a point on the discussion."

"Judge Lawson and Mr. Mangraviti were fantastic; who knew lawyers could be funny!"

TUITION/DISCOUNTS: Tuition for each course is \$1,295 on or before December 20, 2019; \$1,395 December 21, 2019 - February 19, 2020; \$1,495 after February 19, 2020. Your tuition includes continental breakfast and lunch with faculty each day and a detailed conference manual. Group discounts are available for two or more persons registering from the same organization. Discount prices depend on the size of the group. Our programs can also be brought onsite to your organization. Please call 508-457-1111. **A special 50% Conference discount is available on all new and renewal standard listings in the SEAK Expert Witness Directory placed by attendees while at the seminar. To register, please visit www.seak.com or call 508-457-1111.**

Cancellations: Conference cancellations received in writing on or before February 19, 2020 will receive a full refund. Conference cancellations received after February 19, 2020 will receive a full tuition credit.

Continuing Education Credits: Note: If your specialty does not appear below and you desire credits, please contact Karen Cerbarano (781-826-4974 or Karen@seak.com). We can often obtain desired credits upon request, but unfortunately, obtaining some types of credits are not feasible. Please register early, as we can only apply for credits after your registration form has been received and it can take time to get the requested approvals back from the accrediting agencies.

Accident Reconstructionists: SEAK will apply for credits through ACTAR upon written request at the time of registration. **Accountants:** Earn 16.5 CPE credits in the field of study of Specialized Knowledge and Applications. SEAK, Inc. is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org. For SEAK's complaint and program cancellation policies please call SEAK, Inc. at 508-457-1111. All attendees should have the education and experience that would qualify them as an expert witness. This is an intermediate group-live program. **Advanced Preparation:** None. This course was reviewed in March 2019. To register, please follow the instructions above. **Appraisers:** Credits from The American Society of Appraisers will be applied for on written request at the time of registration. **Arborists:** SEAK will apply for Continuing Education hours through The International Society of Arboriculture (ISA) on written request at time of registration. **Attorneys:** Credit varies by state. Continuing legal education credits for attorneys will be applied for if requested in writing at the time of registration. **Engineers:** 14 PDHs. The acceptance of this course is dependent upon your state(s) of registration. The vast majority of states do not require preapproval of either courses or course sponsors. **Life Care Planners:** SEAK will apply for credits through The Commission on Health Care Certification (CHCC) upon written request at the time of registration. **Physicians:** SEAK, Inc. is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians. SEAK, Inc. designates this live activity for a maximum of 14 AMA PRA Category 1 Credit(s)[™]. Physicians should claim only the credit commensurate with the extent of their participation in the activity. **NOTE: SEAK does not accept commercial support for its programs and does not use faculty members with conflicts of interest.**

Distinguished Faculty:

The Honorable David Lawson is a United States District Court Judge for the Eastern District of Michigan. He was formerly a member of the Detroit law firm of Clark Hill, PLC (Birmingham office). He received his BA degree *magna cum laude* from the University of Notre Dame, and his JD *magna cum laude* from Wayne State University. Judge Lawson is a former Special Assistant Attorney General and Special Prosecutor, and is currently on the faculty of the Michigan Judicial Institute. Prior to taking the bench his practice included both civil and criminal trial litigation, and he was actively involved in the trial of medical malpractice, negligence, and product liability cases. Judge Lawson has written and lectured extensively on scientific evidence and trial techniques.



James J. Mangraviti, Jr., Esq., has trained thousands of expert witnesses through seminars, conferences, corporate training, training for professional societies, one-on-one training/mentoring, and training for governmental agencies including the FBI, IRS, NYPD, SEC, Secret Service, and Department of Defense. He currently serves as Principal of The Expert Witness Training Company SEAK, Inc. (www.testifyingtraining.com). He is the co-author of thirty-one books, including: *How to Be an Effective Expert Witness at Deposition and Trial*; *How to Be a Successful Expert Witness: SEAK's A-Z Guide to Expert Witnessing*; and *How to Write an Expert Witness Report*. **Jim can be reached at 978-276-1234 or jim@seak.com.**

TO REGISTER VISIT WWW.SEAK.COM OR CALL 508-457-1111

How to Be an Effective Expert Witness

The Hilton San Diego Harbor Island

DAY ONE: Thursday, March 5, 2020

SECTION 1: DEPOSITION SKILLS

7:30-8:00 CONTINENTAL BREAKFAST & REGISTRATION

8:00–8:30 Deposition Law and Procedure

You will learn what counsel can and can not ask, the extent of privilege protections, what objections may and may not be made, how to recognize and deal with abusive attorney behavior and whether you should read and sign the deposition transcript. **Questions & Answers**

8:30–9:00 Understanding the Strategies and Goals of Opposing Counsel

You will learn the general and specific goals of deposing counsel and how counsel will prepare to depose you. **Questions & Answers**

9:00–9:30 Preparing for your Deposition

You will learn how to prepare for your deposition, both alone and with retaining counsel. You will be provided with a detailed list of the likely areas of inquiry in an expert deposition. **Questions & Answers**

9:30–10:15 Deposition Strategies for Experts

You will learn a 4 step methodology for answering deposition questions. In addition, you will learn numerous strategies to truthfully and artfully answer deposition questions. **Questions & Answers**

10:15–10:30 BREAK AND NETWORKING OPPORTUNITY

10:30–11:00 Understanding and Defeating Counsel's Deposition Tactics

You will learn over two dozen tactics that are likely to be used against you and will be provided with strategies to defeat each of these tactics. **Questions & Answers**

11:00–11:15 Videotape Depositions: Special Techniques

You will learn special techniques which are applicable when your deposition is being videotaped. **Questions & Answers**

11:15–12:00 Advanced Deposition Tactics for Experts

You will learn numerous techniques that will help you to excel during your expert deposition. **Questions & Answers**

12:00–12:45 LUNCH WITH FACULTY (Provided)

12:45–1:30 Pulling it all Together: Truthfully and Artfully Answering Trick and Difficult Questions at Deposition

The faculty will go around the room and ask difficult deposition questions. The attendees' responses will be critiqued.

SECTION 2: DIRECT EXAMINATION AND PERSUASION SKILLS

1:30–2:00 Introduction and Executive Summary of Persuasion Techniques for Expert Witnesses

You will learn the twelve key techniques to utilize in order to be a more effective expert witness during direct examination. **Questions & Answers**

2:00–2:30 Preparation

You will learn 15 techniques for how to best prepare to give persuasive expert testimony during direct examination. **Questions & Answers**

2:30–3:00 How to Best Put Forth your Qualifications

You will learn 14 techniques to more persuasively explain your credentials and to put your credentials in context. **Questions & Answers**

3:00–3:15 BREAK AND NETWORKING OPPORTUNITY

3:15–3:30 Commenting on the Opposing Expert and His Opinion

You will learn the special techniques to utilize when you are asked to comment on the opposing expert's opinion. **Questions & Answers**

3:30–4:00 Developing a Harmonious Interaction with Retaining Counsel

You will learn how to make your testimony easy to understand and interesting to follow. You will also learn how to avoid making your testimony appear to be rehearsed and how to present non-traditional, "soft challenge" direct testimony. **Questions & Answers**

4:00–4:30 Creating and Using Powerful, Memorable Language and Analogies

You will learn 12 techniques for using more powerful, memorable and understandable language. **Questions & Answers**

4:30–5:00 Optimizing Your "Teaching" Skills

You will learn numerous techniques to more effectively "teach" the jury. **Questions & Answers**

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SEAK Expert Witness Training**How to Be an Effective Expert Witness****The Hilton San Diego Harbor Island****DAY TWO: Friday, March 6, 2020****6:30–7:00 CONTINENTAL BREAKFAST****7:00–7:30 Reading and Bonding with the Jury**You will learn 17 techniques to read and more effectively bond with the jury. **Questions and Answers****7:30–8:00 Dealing with Problem Areas and Weaknesses**

You will learn advanced ways to deal with problem areas during your direct examination.

Questions & Answers**8:00–8:30 The Biggest Mistakes Experts Can Make that Can Turn Off Judge and Jury**

You will learn how to avoid the 37 biggest mistakes that can turn off the judge and jury.

Questions & Answers**SECTION 3: CROSS-EXAMINATION SKILLS****8:30–9:15 Protecting Yourself from Attacks on your Credibility and Credentials**

You will learn 8 techniques for protecting yourself from attacks on your credibility and credentials.

Questions & Answers**9:15–9:30 BREAK AND NETWORKING OPPORTUNITY****9:30–10:15 Forming Airtight Opinions**

You will learn 24 methods to make your opinions resistant to effective cross-examination.

Questions & Answers**10:15–10:30 How Trial Attorneys Prepare for Cross-Examination of an Expert**You will learn how an attorney investigates an expert and his opinions and how an attorney maps out the questions that he will ask during cross. **Questions & Answers****10:30–10:45 BREAK AND NETWORKING OPPORTUNITY****10:45–12:00 Advanced Cross-Examination Techniques**

You will learn over 40 techniques to be a more effective expert witness during cross-examination.

Questions & Answers**12:00–12:45 LUNCH (PROVIDED WITH FACULTY)****12:45–1:15 Staying One Step Ahead of Counsel During Cross-Examination**You will learn 34 tactics that attorneys will use during cross-examination and how to defeat each of these tactics. **Questions & Answers****1:15–1:45 Going on Offense During Cross-Examination**You will learn numerous techniques for how to turn the tables on opposing counsel. **Questions & Answers****1:45–2:30 How To Skillfully Answer Trick And Difficult Questions**The faculty will go around the room and ask difficult cross-examination questions. The attendees' responses will be critiqued. **Questions & Answers***“Incredible presenters.”**“Absolutely fabulous course. I picked up a ton of nuances. Printed materials were outstanding as well. Very entertaining too! Great to have the judge there.”**“Truly an outstanding weekend. My biggest regret is not having done this years ago.”**“Eye opening, frank, and utterly essential. No pulled punches.”**“More helpful than any other training I’ve ever received, I think due in large part that it was so engaging and packed with great examples.”**“Jim. Thank you so much for everything. You and Judge Lawson were fantastic... This was my 4th seak course !!! With every one I learn and take away so many new concepts. See you at the next one.”**“Wonderful! Having the Judge explain the overall court process at the beginning was very helpful.”*

HOW TO WRITE A BULLETPROOF EXPERT WITNESS REPORT**The Hilton San Diego Harbor Island****Saturday-Sunday, March 7–8, 2020**

Executive Summary: *This interactive workshop teaches you how to draft superior reports.* Each attendee will be asked to submit in advance of the course a sample report for critique and use in the class demonstrations. Each attendee will be provided with a detailed 200+ page course handbook not available elsewhere. The course manual contains practical and specific bullet-point advice along with numerous examples of both poor and effective report language. You will leave the course with an extensive, customized set of action steps to follow to help you write more powerful, persuasive and defensible reports. The course is taught using six methodologies: lecture, questions and answers, well written report excerpts, report writing exercises, report critique exercises, and mock cross examination exercises. Continental breakfast and lunch with the faculty is provided each day. **This workshop will not be offered again in 2020 and will not be offered again on the west coast for at least 3 years.**

Registration Information/Discounts: Tuition for each course is \$1,295 on or before December 20, 2019; \$1,395 December 21, 2019 - February 19, 2020; \$1,495 after February 19, 2020. Your tuition includes continental breakfast and lunch with faculty each day and a detailed conference manual. Group discounts are available for two or more persons registering from the same organization. Discount prices depend on the size of the group. Our programs can also be brought onsite to your organization. Please call 508-457-1111. **A special 50% Conference discount is available on all new and renewal standard listings in the SEAK Expert Witness Directory placed by attendees while at the seminar. To register, please use the form on page 2 or visit www.seak.com or call 508-457-1111.**

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Distinguished Faculty:

Nadine Nasser Donovan, Esq., is a former trial lawyer with extensive litigation experience. She is a senior SEAK trainer and consultant, and has been on the SEAK Faculty since 2002, having trained hundreds of experts via SEAK's scheduled courses, customized on site expert witness training programs, and one-on-one consulting. Nadine is the co-author of the SEAK texts, *How to Be an Effective Expert Witness at Deposition and Trial: The SEAK Guide to Testifying as an Expert Witness*; *How to Write an Expert Witness Report* and *How to Be a Successful Expert Witness: SEAK's A-Z Guide to Expert Witnessing*. She is licensed to practice law in New York, Massachusetts, and Rhode Island. In addition, Nadine is a Legal Writing Instructor at Boston University School of Law. Nadine also serves as a Dispute Resolution Arbitrator for the Financial Industry Regulatory Authority. Nadine previously practiced litigation for 21 years. She spent 18 years in the defense of medical professionals in medical malpractice actions and before medical licensing boards. Nadine started off her legal career in New York City, first as a prosecutor in Queens, and then as counsel for the City of New York. Nadine received her J.D. *cum laude* from Boston College Law School. She graduated from Fordham University *summa cum laude* with a B.A. in French Literature. **She can be contacted at 617-791-4282 or nadine@seak.com.**

Continuing Education Credits: **Note: If your specialty does not appear below and you desire credits, please contact Karen Cerbarano (781-826-4974 or Karen@seak.com).** We can often obtain desired credits upon request, but unfortunately, obtaining some types of credits are not feasible. Please register early, as we can only apply for credits after your registration form has been received and it can take time to get the requested approvals back from the accrediting agencies.

Accident Reconstructionists: SEAK will apply for credits through ACTAR upon written request at the time of registration.

Accountants: Earn 16.5 CPE credits in the field of study of Specialized Knowledge and Applications. SEAK, Inc. is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org. For SEAK's complaint and program cancellation policies please call SEAK, Inc. at 508-457-1111. All attendees should have the education and experience that would qualify them as an expert witness. This is an advanced group-live program. Advanced Preparation: None. This program was reviewed in March 2019. To register, please follow the instructions on page 2. **Appraisers:** Credits from The American Society of Appraisers will be applied for on written request at the time of registration. **Arborists:** SEAK will apply for Continuing Education hours through The International Society of Arboriculture (ISA) on written request at time of registration. **Attorneys:** Credit varies by state. Continuing legal education credits for attorneys will be applied for if requested in writing at the time of registration. **Engineers:** 14 PDHs. The acceptance of this course is dependent upon your state(s) of registration. The vast majority of states do not require preapproval of either courses or course sponsors. **Life Care Planners:** SEAK will apply for credits through The Commission on Health Care Certification (CHCC) upon written request at the time of registration. **Physicians:** SEAK, Inc. is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians. SEAK, Inc. designates this live activity for a maximum of 14 AMA PRA Category 1 Credit(s)[™]. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

NOTE: SEAK does not accept commercial support for its programs and does not use faculty members with conflicts of interest.

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HOW TO WRITE A BULLETPROOF EXPERT WITNESS REPORT**The Hilton San Diego Harbor Island****DAY ONE: Saturday, March 7, 2020****7:30-8:00 REGISTRATION & CONTINENTAL BREAKFAST**

8:00-8:30 Introduction Attendees will introduce themselves to the group. Faculty will explain the reasons why a well drafted report is critically important as a roadmap to direct testimony, talking points on cross, to help you to prepare to testify, and to enhance your brand. Faculty will explain the six major methodologies that will be used to teach the program, namely: lecture, questions and answers, analysis of well written report excerpts, report writing exercises, report critique exercises, and mock cross examination exercises. *Learning Objective: Explain the benefits of a well-written expert witness report.*

Questions & Answers.

8:30-9:15 How to Protect Your Report, Yourself, and Your Opinions from Daubert, Qualifications, and Other Admissibility Challenges An inferior investigation or straying outside of your true area of expertise can lead to an indefensible written report. A poorly written report can lead to being excluded from testifying. Such an exclusion is often a career ending event. In this section, the faculty will explain how opposing counsel can and will use Rule 702, Rule 703, and the Daubert line of cases to attempt to limit or exclude the expert's testimony. The legal basis for each of these challenges will be explained in easy to understand terms. Attendees will be provided with 16 methods and techniques to protect themselves from admissibility challenges. *Learning Objective: Describe techniques to protect yourself from having your testimony limited or excluded.*

Questions & Answers.

9:15-10:15 How to Draft a Powerful, Persuasive, and Understandable Report Every word in your expert report matters. In this segment the faculty will present twenty-two techniques for drafting a more powerful, persuasive and defensible expert witness report. Each of the techniques learned in this segment will be used in the segments that follow. *Learning Objective: Explain how to draft a more powerful report.* **Questions & Answers.**

10:15-10:30 BREAK AND NETWORKING OPPORTUNITY

10:30-11:30 How to Draft a Powerful, Persuasive, and Understandable Report (Continued) Attendees will be asked to complete a series of writing exercises in which they will improve the language of sample report segments which they will be presented with. *Learning Objective: List action steps to draft more powerful, persuasive and understandable expert reports.*

Questions & Answers.

11:30-12:00 Report Templates and How to Format Your Expert Witness Report Looks matter. A well laid out report will carry more weight than a report exhibiting poor formatting and style. In this section, faculty will discuss the importance of style, layout, and formatting and provide twenty-three easily implementable suggestions for making your expert witness report stand out. Samples from well formatted reports will be provided and studied. Attendees will be asked to critique and suggest formatting improvements to sample report segments. *Learning Objective: Describe methods for improving the style, layout, and formatting of your expert witness report.* **Questions & Answers.**

12:00-12:45 LUNCH PROVIDED WITH FACULTY

12:45-1:45 How to Document Your Assignment Attendees will learn how to obtain a clear and unambiguous expert witness assignment from counsel (with the necessary documents) and why this will increase the likelihood of meeting and exceeding the expectations of counsel. Attendees will be provided with a checklist of eight questions to ask retaining counsel at the beginning of the engagement. Faculty will explain six best practices that can be used to document the scope of the assignment in your report. Attendees will be provided with sample assignment sections of reports, will be asked to critique assignment report sections, and will be asked to draft a concise assignment section. *Learning Objective: Describe techniques to utilize when obtaining and documenting your expert witness assignment.* **Questions & Answers.**

1:45-2:45 How to Document Your Qualifications Attendees will learn sixteen best practices for persuasively and accurately describing how and why they are qualified to opine on the case at hand. Sample expert witness report segments regarding qualifications will be reviewed. Attendees will be asked to critique the qualifications sections from several sample reports as well as draft a concise qualifications section to a report. *Learning Objective: List methods for most effectively documenting your qualifications.* **Questions & Answers.**

2:45-3:00 BREAK AND NETWORKING OPPORTUNITY

3:00-4:15 How to Best Describe Your Document Review, Research & Investigation Many problems in expert reports are not caused by the drafting of the report per se. Instead, these problems are a reflection of suboptimal document review, research & investigation. Put simply, if the work prior to the expert report is flawed, it will make drafting a solid report difficult. In this segment, attendees will learn proven techniques for forming solid opinions which can be easily documented into a persuasive and defensible expert witness report. In addition, attendees will be provided with sixteen techniques for how to best document their review of documents, research and investigation. Sample report segments will be reviewed.

Attendees will be asked to critique sample report segments as well as to draft a concise documents reviewed and research/investigation sections. *Learning Objective: List techniques to better document your document review, research and opinions.*

Questions & Answers.**4:15-5:00 How to Make Optimum Use of Charts, Graphs, Timelines, and Photographs in Your Expert Witness Report**

A picture says a thousand words. In this segment the faculty will explain and demonstrate the advantages of adding charts, graphs, timelines and photographs to an expert witness report and provide eleven best practices suggestions for doing so. Sample reports segments with charts, graphs, timelines and photographs will be provided. Attendees will be asked to critique for possible improvement several report segments containing charts, graphs, timelines and photographs. *Learning Objective: Describe when and how charts, graphs, timelines and photographs should be used to improve an expert report.*

Questions & Answers.

"Your class was exactly what I needed to advance my practice. The hot seat is the best place to learn. You are a fantastic teacher with great command of the material and the classroom."

"The course was fun and engaging, if for no other reason than learning what not to do, haha. I didn't even mind being torn a new one - that's what I signed up for!"

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HOW TO WRITE A BULLETPROOF EXPERT WITNESS REPORT

The Hilton San Diego Harbor Island

DAY TWO: Sunday, March 8, 2020**6:30–7:00 CONTINENTAL BREAKFAST**

7:00–7:45 How to Best Deal with Confounding Data and Studies and Alternate Explanations and Theories Slam dunk opinions are few and far between. Almost every close case has facts, research or other items that undercuts the expert witness's opinions. Such information is ignored in a report at the expert witness's peril. In this segment, attendees will learn five techniques for how to properly document confounding information, alternative explanations and alternative theories in a way that puts this information into context. Sample report segments will be reviewed. Attendees will be asked to critique relevant report sections as well as to draft a concise report segment dealing with confounding data, studies, or alternative explanations and theories. *Learning Objective: List action steps to best document confounding data.* **Questions & Answers.**

7:45–9:15 Properly Expressing Your Opinion An expert witness is retained primarily for the purpose of giving an opinion or opinions. Opinions need to be expressed in an expert witness report clearly, confidently, and with supporting rationale. In this segment attendees will learn fourteen techniques for more persuasively stating opinions in their reports. Sample report segments will be reviewed. Attendees will be asked to critique relevant report sections as well as to draft a concise report segment in which they clearly and persuasively express their opinion(s). *Learning Objective: Discuss best practices for expressing opinions in expert witness reports.* **Questions & Answers.**

9:15–9:30 BREAK AND NETWORKING OPPORTUNITY

9:30–10:15 How to Best Rebut The Opposing Expert's Opinion(s) When an expert witness is aware of the opposing expert witness's opinions, these should be dealt with in the expert's report. In this segment attendees will learn nine techniques to persuasively document how and why the opposing expert's opinion is flawed. Sample report segments will be reviewed. Attendees will be asked to critique relevant report sections as well as to draft a concise report segment in which they rebut an opposing expert's opinion(s). *Learning Objective: List techniques for effectively rebutting the opposing expert's report.* **Questions & Answers.**

10:15–10:45 How to Properly Use Boilerplate, Standard Language, and Disclaimers Most experts use standard boilerplate language and disclaimers in their expert witness report. In this segment the faculty will offer seven guidelines on the use and misuse of boilerplate language. Sample boilerplate language and sample disclaimers will be provided. Attendees will be asked to critique relevant report sections as well as to draft a concise report segment containing standardized verbiage. *Learning Objective: Identify boilerplate language and disclaimers to include in your expert report.* **Questions & Answers.**

10:45–11:00 BREAK AND NETWORKING OPPORTUNITY

11:00–11:30 Discovery, Ethics and The Influence of Retaining Counsel Faculty will explain the various discovery rules which (depending upon the jurisdiction the case is in) may govern your communications with counsel and draft reports. Suggestions for how and when to communicate with retaining counsel will be provided. Also included will be eight suggestions for how to protect your credibility and deal with potential overreaching by retaining counsel. *Learning Objective: Describe best practices for communicating with and working with retaining counsel.* **Questions & Answers.**

11:30–12:00 How to Excel When Drafting Rule 26 Reports for Federal Court Federal Rule of Civil Procedure 26 governs what must be included in expert witness reports in federal cases. Following Rule 26 is mandatory. In this segment attendees will learn how to make sure their report complies with FRCP 26. Specific techniques to excel when drafting Rule 26 reports will be provided as well as sample Rule 26 report segments. *Learning Objective: List the legal requirements for Rule 26 reports and describe techniques for complying with these requirements.* **Questions & Answers.**

12:00–12:45 LUNCH WITH FACULTY PROVIDED

12:45–1:15 Quality Control & Editing Techniques for Expert Witness Reports At best, mistakes in an expert witness report can be embarrassing. At worst, mistakes can completely destroy an expert witness's credibility. In this segment attendees will learn the ten point protocol for quality controlling their reports. Included will be a detailed quality control checklist which can be used by the expert or one of the expert's support staff. *Learning Objective: Identify protocols for editing and reviewing expert witness reports.* **Questions & Answers.**

1:15–2:15 How to Defend Your Expert Witness Report at Deposition, Hearing & Trial An expert witness is likely to be attacked through his report while testifying. In this segment attendees will participate in mock testimony demonstrations based upon their pre-submitted reports. Each demonstration will focus on: 1. How could the expert have better handled the attack/tactic that was being used by counsel? 2. How could the expert have avoided or lessened the attack had the expert drafted their report differently? Attendees will be provided with a fifteen point outline of how, specifically, attorneys will attack an expert through their report. *Learning Objective: Describe techniques for defeating opposing counsel's tactics while testifying about your report.* **Questions & Answers.**

2:15–2:30 The Biggest Report Writing Mistakes Expert Witnesses Make: And How to Avoid Them To reinforce the concepts learned in this workshop, attendees will be provided with a list of the 32 biggest mistakes that expert witnesses commonly make on their reports. The list is designed to be used as a take home quality control checklist. *Learning Objective: Identify the biggest mistakes expert witnesses make in their reports.* **Questions & Answers.**

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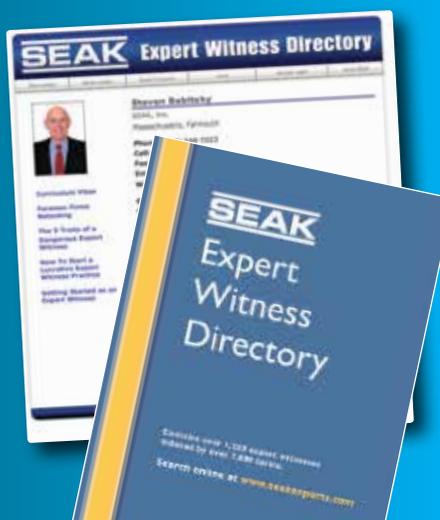
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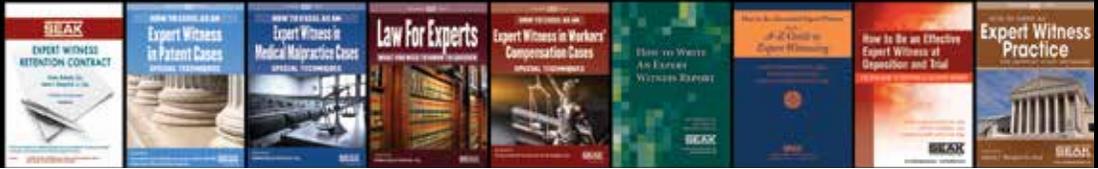
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