

Connectionology Seminar Wednesday March 12, 2014

- 8:00 a.m. Registration & Breakfast - Continental Breakfast Served for All Faculty, Attendees, and Guests**
- 8:30 a.m. “Gravitational-Pull” in Advocacy: What to Do, What to Say, and How to Say It at the Start - The First Three Minutes of (a) Voir Dire; (b) Direct Examination of Clients and Other Lay Witnesses; (c) Direct Examination of Experts; (d) Cross-Examination of Experts; (e) Cross-Examination of the Defendant or Defendant's Corporate Representative; (f) Opening Summation; (g) Rebuttal Summation (a/k/a "How to Avoid Reverse-Advocacy")**
- Harvey A. Moore, Ph.D. (Sociology), Tampa, Florida
Nationally-renowned Litigation/Trial Consultant**
- 9:30 a.m. Financial Tools Needed for Law Firms in the 21st Century**
- Paul Cody, President of Counsel Financial
Nationally-renowned Law Firm Funding Specialist/Consultant**
- 10:15 a.m. Break (15 minutes)**
- 10:30 a.m. Twelve Hard and Fast Essential Tips on Handling and Litigating Cases Connected to the Military (including Representing Active Duty Personnel, Veterans Benefits, Proving Economic Losses, and Much More)**
- Lieutenant General Dennis M. McCarthy, USMC (Ret.),
Columbus, Ohio; Former Three-Star General, United States Marine Corps; Trial Lawyer; and Former U.S. Assistant Secretary of Defense**
- Michael McCarthy; McCarthy Law Offices, Columbus, Ohio
Attorney and Reserve Marine Officer**
- 11:00 a.m. Putting Your Best Foot Forward - Structuring the Persuasive Opening & Closing Statement in Civil and Criminal Cases**
- Dan Volkema, Columbus, Ohio,
Volkema Thomas Miller & Scott LPA**
- Sean McCarthy, Deputy Director Drug Prosecution, Franklin County Prosecuting Attorney's Office**
- 11:45 a.m. Box Lunch 15-minute break and pick and return**

- 12:00 p.m. Special Featured Luncheon Presentation:**
- Connectionology and the Art of Communications in Handling, Litigating, and Trying Personal Injury and Wrongful Death Cases (a/k/a the Psychology and Sociology of Persuasion)**
- John F. Romano, West Palm Beach, Florida
Fellow, International Academy of Trial Lawyers**
- 1:15 p.m. How to Build, Maintain, and Operate a Cutting-Edge Auto Torts Practice**
- Steve Gursten, Farmington Hills, Michigan**
- 2:00 p.m. Slaying the Beast: Overcoming the Top 5 Obstacles to Timely and Successful Lien Resolution (and Related Matters)**
- Ginger Susman, Denver, Colorado
Providio, Inc. - Lien Resolution Specialist/Consultant**
- 2:45 p.m. Mediation: Hot Tips in Settlement Strategy and Mediation Success (and Several Hints on How to Avoid "Plaintiff Lawyer Blunders" at Mediation)**
- Robert Sachs, Shrager, Spivey & Sachs, Philadelphia, Pennsylvania
In addition to being a trial lawyer for 26 years, he also sits on the Board of Directors and Executive Committee for the Public Justice Foundation**
- 3:30 p.m. Break (15 minutes)**
- 3:45 p.m. Cross-Ups in Cross-Examination - Innovative and Cutting-Edge Approaches to Cross-Examining the "Defense Medical Examiner" (and Similarly Allied Witnesses)**
- P. J. Scheiner, Fort Myers, Florida**
- 4:30 p.m. Mixing Technology with Strategy in the Interrogation of Witnesses in Depositions and at Trial - Taking Imagination (and Reality) to an Entirely Different Level in Order to Achieve Victory for Your Client**
- Bob Pottroff, Manhattan, Kansas
Former President, Kansas Trial Lawyers Association**

- 5:15 p.m.** **Demonstrating Your Case to the Judge and Jury through
"Strategic Visualization"**
- Robert Shepherd, Richmond, Virginia
President/CEO of MediVisuals, Inc. and Master's Degree in
Medical Illustrations; and
Dustin B. Herman, West Palm Beach, Florida**
- 5:45 p.m.** **Structuring Settlements for Clients and Structuring Attorney
Fees**
- Chris Diamantis, Tallahassee, Florida
CEO, Millennium Settlements**
- 6:30 p.m.** **Mass Tort Update**
- Dustin Herman, West Palm Beach, Florida**
- 7:00 p.m.** **Adjourn**