Trial Tactics

Handling the Catastrophic Case

Featuring joint sessions with Appellate Advocacy Seminar attendees. More details inside.

- Discover strategies from a preeminent trial attorney on how to handle a catastrophic injury case
- Watch seasoned trial attorneys conduct a mock voir dire and listen to the jurors’ thoughts and responses to the techniques used
- Perfect the art of communicating with jurors by learning innovative techniques of persuasion
- Join us in March in Las Vegas for Seminar Madness, top-notch education and unparalleled networking events!

March 14-16, 2018
Planet Hollywood Resort
Las Vegas, NV
The 2018 DRI Trial Tactics Seminar is focused on handling the large catastrophic case. Practitioners from around the country will speak on all phases of a case, from presuit investigations through closing arguments. Special emphasis will focus on pretrial publicity, jury selection, communicating with jurors, and setting a case up for appeal. Nationally recognized speakers will conduct a mock voir dire before a jury and a mock oral argument before a circuit court panel. In addition, the conference will include a golf outing at the National Golf Course in Las Vegas as well as superb dine arounds and numerous networking events. Portions of the seminar will be held in conjunction with the DRI Appellate Advocacy Seminar. Don’t miss this opportunity to learn essential litigation skills and to be a part of this first joint conference from the DRI Trial Tactics and Appellate Advocacy Committees.
What You Will Learn

- Tactics and strategy for dealing with OSHA investigations
- How insurance carriers manage large cases
- How to deal with the media and pretrial publicity
- Techniques for conducting effective voir dire
- Issues that are important to your appellate attorney and tips for preserving error
- How to maximize your appellate oral arguments and win your appeal

Get Started

1. Review the brochure and identify sessions of interest to you
2. Share this brochure with colleagues
3. Register online or complete the form in the back
4. Download the DRI App and make use of its features to get the most out of this program
5. Share on social media

Maximize Your DRI Seminar Experience

No one gets you connected like DRI.

1. Use the DRI App to customize your schedule, view course materials, and communicate with fellow attendees and speakers.
2. Access the DRI Trial Tactics Committee Community at http://community.dri.org/home to network with individual members. Share articles, post blogs, and connect with others on the latest trends in your area of practice.
3. Discover the DRI Client Connection—meet in-house and claims professional registrants and speakers.
PROGRAM SCHEDULE

WEDNESDAY, MARCH 14

DRI FOR LIFE
Arrive early and join colleagues from the Appellate Advocacy Committee and Trial Tactics Committee for one of these activities.

7:00 a.m. Golf Scramble at Las Vegas National Golf Club
Join friends for a golf scramble at Las Vegas National Golf Club, a classic, 18-hole championship golf course, located less than 10 minutes from the Las Vegas Strip. To sign up or for more details, please contact Jack Burden at jburden@backuslaw.com.

9:00 a.m. Hiking Las Vegas
Enjoy the natural wonders near Las Vegas with a beautiful hike not far from the Las Vegas Strip. To sign up or for more details, please contact Wendy Hermes at whermes@trtblaw.com.

2:00 p.m. Registration

3:00 p.m. Welcome and Introductions
Jennifer Snyder Heis, Ulmer & Berne LLP, Cincinnati, OH
Ewing E. (Eddie) Sikes III, Royston Rayzor Vickery & Williams LLP, Brownsville, TX

3:15 p.m. The Dos and Don’ts of Dealing with OSHA and Other Governmental Entities
This presentation describes several tips for managing OSHA investigations from beginning to end, strategies for a positive resolution, and how to avoid claims in the first instance. Learn which action employers and legal counsel should take during an inspection to place themselves in a favorable legal position.
Jennifer L. Jaskolka, Xcel Energy, Denver, CO

4:15 p.m. Conducting the Early Investigation and Exploring Risk Transfer
What if shortly after reviewing a new assignment you were able to tell your client that any liability exposure is someone else’s problem? What if you were able to tell your client that the defense can be tendered? Discover techniques and strategies that you can use in advance of litigation that can limit (or eliminate) your client’s exposure, reduce legal fees, and mitigate risk.
Daniel J. Arnett, Arnett Law Group LLC, Chicago, IL

5:15 p.m. Adjourn

6:00 p.m. Networking Reception
SPONSORED BY MDD Forensic Accountants

7:30 p.m. Dine Arounds | Join colleagues and friends from the Trial Tactics Committee for dinner at the hottest restaurants in Las Vegas (on your own). More details on-site.

THURSDAY, MARCH 15

Wireless Access
SPONSORED BY Robson Forensic Inc.

7:00 a.m. Registration

7:00 a.m. Continental Breakfast

8:00 a.m. Welcome and Introductions
Jennifer Snyder Heis, Ulmer & Berne LLP, Cincinnati, OH
Ewing E. (Eddie) Sikes III, Royston Rayzor Vickery & Williams LLP, Brownsville, TX

8:10 a.m. A Jury Conversation: A New Approach to Jury Communication
Through voir dire, opening statement, direct examination, cross-examination, and closing argument, the key to creating a consistent and compelling dialogue with the jury is to talk with them, not to them. Discover and learn a different way of thinking about jury communication, with innovative ideas on how to enhance your trial presentation and engage your jurors.
Marc E. Williams, Nelson Mullins Riley & Scarborough LLP, Huntington, WV

9:00 a.m. Developing the Plan of Action with Your Insurance Carrier Partners
Knowing what clients expect is critical to fostering relationships and growing a book of business. Join in-house counsel as they share their expectations, their needs, and the pitfalls
that they want their lawyers to avoid in catastrophic case.

**MODERATOR | Sergio E. Chavez, Rincon Law Group PC, El Paso, TX**

**PANEL**

- **Michael Hinojosa, National Claim Services Inc., Atlanta, GA**
- **Bryan K. Pedro, AIG Excess Casualty, New York, NY**
- **Todd H. Silberman, American Trucking & Transportation Insurance Company RRG, San Antonio, TX**

10:00 a.m. **Refreshment Break**

SPONSORED BY **Knapp Petersen & Clarke PC**

10:15 a.m. **Assessing Plaintiffs’ Experts and Selecting Rebuttal Experts**

Learn best practices for when and how to select the best defense experts, how to protect your experts from being challenged on Daubert grounds, and how to impeach and discredit plaintiffs’ experts.

**Michael J. McCabe, Jr., PhD, DABT, ATS, Robson Forensic Inc., Philadelphia, PA**

**Stephen C. Pasarow, Knapp Petersen & Clarke PC, Glendale, CA**

11:15 a.m. **Colgan Air Flight 3407—A Case Study: Handling the Media and Dealing with Pretrial Publicity**

The last major commercial aviation disaster in the United States occurred in Buffalo, New York, in 2009. Hear from defense counsel in this matter as he shares his insights about the extensive mock jury exercises, the ups and downs of a nine-week trial, and the enlightening post-jury interviews. Don’t miss this opportunity to learn from a frontline, battle-tested, trial warrior.

**Neil A. Goldberg, Goldberg Segalla LLP, Buffalo, NY**

12:00 p.m. **Lunch (on your own)**

12:00 p.m. **Diversity and Women in the Law Luncheon**

To sign up or for more details, please contact Pamela Lee at pamela.lee@swiftcurrie.com.

**MODERATOR | Sarah Elizabeth Spencer, Christensen and Jensen, Salt Lake City, UT**

**JOINT AFTERNOON SESSION WITH APPELLATE LAW COMMITTEE**

1:30 p.m. **Handling the Big Case: Lessons Learned from Flight 3407**

Continuing his presentation on Colgan Air Flight 3407, Mr. Goldberg will discuss how his team managed the media attention associated with this localized catastrophe, including the pretrial publicity and community impact, and how media coverage influenced defense strategy. He will also explain the defense team’s focus on preserving errors for appeal and the reasoning behind those decisions.

**Neil A. Goldberg, Goldberg Segalla LLP, Buffalo, NY**

2:30 p.m. **Positioning a Case for Appeal**

Success on appeal often depends on the record from the proceedings in the trial court. Learn tips and strategies for framing issues, preserving claims of error, and positioning a case for a positive resolution on appeal, whether you are the appellant or the respondent.

**MODERATOR | Melinda S. Kollross, Clausen Miller PC, Chicago, IL**

**PANEL**

- **Nicole A. Diaz, Snap Inc., Venice, CA**
- **The Honorable James E. Graves, Jr., US Court of Appeals for the Fifth Circuit, Jackson, MS**
- **Teresa M. Young, Brown & James PC, Saint Louis, MO**

3:00 p.m. **Refreshment Break**

SPONSORED BY **Acker & Whipple APC**

**Arnett Law Group LLC**

3:30 p.m. **Mock Appellate Argument: Sports-Gambling Case**

A panel of judges will preside over a mock oral argument, performed by exceptional practitioners, in a case on review before the Supreme Court of the United States that challenges the Professional and Amateur Sports Protection Act, a federal law banning states from authorizing sports gambling in all but a handful of “grandfathered” states, such as Nevada.

**MODERATOR | Sarah Elizabeth Spencer, Christensen and Jensen, Salt Lake City, UT**
Trial Tactics Seminar | March 14–16, 2018

PROGRAM SCHEDULE

ATTORNEY FOR THE PLAINTIFF | John C.S. Pierce,
Sirote & Permutt PC, Mobile, AL
ATTORNEY FOR THE DEFENDANT | Monté L. Williams, Steptoe & Johnson PLLC,
Morgantown, WV

9:00 a.m. | Analysis of the Mock Voir Dire
Join the interactive analysis of the mock voir
dire, including a follow-up discussion with
the actual jurors and questions and answers
from attendees.
Harry S. Johnson, Whiteford Taylor Preston LLP,
Baltimore, MD
Claire Plotkin, Your Next Jury, La Canada, CA

10:20 a.m. | Refreshment Break
Sponsored by Royston Rayzor Vickery &
Williams LLP

10:35 a.m. | Trial Ethics: Using Social Media
This presentation will identify the ethical con-
siderations for attorneys to consider when using
social media both in the courtroom, includ-
ing during voir dire, and outside the courtroom
during the trial.
Jack P. Burden, Backus Carranza & Burden,
Las Vegas, NV

11:35 a.m. | Mediating Complex and Catastrophic
Cases to Resolution
A seasoned mediator and structured-
settlement broker will provide practical and
creative approaches from the trenches to assist
advocates in achieving resolution at mediation
in a catastrophic injury case.
Erin Muller Eddy, MBA, CSSC, Ringler
Associates Inc., New York, NY
Lynn M. Roberson, Miles Mediation &
Arbitration Services LLC, Atlanta, GA

5:15 p.m. | Adjourn

FRIDAY MARCH 16

Wireless Access
Sponsored by Royston Rayzor Vickery &
Williams LLP

7:00 a.m. | Registration

7:00 a.m. | Continental Breakfast

8:00 a.m. | Opening Remarks and Introductions
Abigail Rossman, Haworth Rossman &
Gerstman LLC, New York, NY

8:10 a.m. | Mock Voir Dire: Wrongful Death Case
Two seasoned litigators will conduct a mock
voir dire of a panel of local jurors in a wrongful
death case involving contributory negligence
and product liability issues.
Judge Presiding | The Honorable Jerry A.
Wiese II, The Eighth Judicial District Court of
Clark County Nevada, Las Vegas, NV

11:35 a.m. | Mediating Complex and Catastrophic
Cases to Resolution
A seasoned mediator and structured-
settlement broker will provide practical and
creative approaches from the trenches to assist
advocates in achieving resolution at mediation
in a catastrophic injury case.
Erin Muller Eddy, MBA, CSSC, Ringler
Associates Inc., New York, NY
Lynn M. Roberson, Miles Mediation &
Arbitration Services LLC, Atlanta, GA

12:05 p.m. | Adjourn
GENERAL INFORMATION

In-House Counsel
In-house counsel are eligible for free registration to DRI seminars. In-house counsel are defined as licensed attorneys who are employed exclusively by a corporation or other private sector organization for the purpose of providing legal representation and counsel only to that corporation, its affiliates, or its subsidiaries. To qualify for free registration, in-house counsel must be a DRI member and a member of the DRI Corporate Counsel Committee or be sponsored by a DRI member who is both registered and has paid for the seminar. Nonmember in-house counsel may utilize this offer only once. This offer excludes the DRI Annual Meeting and the DRI Business Management Principles for Lawyers Seminar.

Claims Executives
Claims professionals are eligible for free registration to DRI seminars. Claims professionals are defined as any individuals employed by a corporation or insurance company, who spend a substantial portion of their professional time hiring or supervising outside counsel in the representation of businesses, insurance companies or their insureds, associations, or governmental entities in civil litigation. To qualify for free registration, the claims professional must be a DRI member under a corporate membership or be sponsored by a DRI member who is both registered and has paid for the seminar. Nonmember claims professionals may utilize this offer once per calendar year. This offer excludes the DRI Annual Meeting.

CLE/Claims Adjusters Accreditation
This seminar has been approved for MCLE credit by the State Bar of California for up to 12.75 hours, including 1 hour of ethics credit. Accreditation has been requested from every state with mandatory continuing legal education (CLE) requirements. Certificates of attendance will be provided to each attendee. Attendees are responsible for obtaining CLE credits from their respective states. Credit availability and requirements vary from state to state; please check the DRI website at dri.org for the latest information for your state.

Registration Policy
Save $100 when you register by February 13, 2018. (See the registration form for pricing.) The registration fee includes course materials, continental breakfasts, refreshment breaks, networking receptions, and access to the DRI App. If you wish to have your name appear on the registration list distributed at the conference and receive the course materials in advance, DRI must receive your registration by February 20, 2018 (please allow 10 days for processing). Registrations received after February 20, 2018, will be processed on-site.

Refund Policy
The registration fee is fully refundable for cancellations received on or before February 20, 2018. Cancellations received after February 20 and on or before February 27, 2018, will receive a refund, less a $100 processing fee. Cancellations made after February 27 will not receive a refund, but a $100 certificate good for any DRI seminar within the next 12 months will be issued. All cancellations and requests for refunds must be made in writing. Fax (312.795.0747) or email (seminars@dri.org) to DRI’s Accounting Department. Processing of refunds will occur within four weeks after the date of the seminar. All refunds will be processed in the same method that the payment was received. Substitutions may be made at any time without charge and must be submitted in writing.

Discounts
Group Discount The first and second registrations from the same firm or company are subject to the fees outlined previously. The registration fee for additional registrants from the same firm or company is $775, regardless of membership status if received on or before February 20, 2018. After February 20, the group rate is $875. All registrations must be received at the same time to receive the discount.

Travel Discounts DRI offers discounted meeting fares on various major air carriers for DRI Trial Tactics Seminar attendees. To receive these discounts, please contact Direct Travel, DRI’s official travel provider, at 800.840.0908. As always, to obtain the lowest available fares, early booking is recommended.

Hotel Accommodations
A limited number of discounted hotel rooms have been made available at the Planet Hollywood Resort and Casino, 3667 South Las Vegas Blvd, Las Vegas, NV 89109. Take advantage of the group rate of $129 (weekday), $204 (weekend) single/double with a $30 per room, per night resort fee in one of two ways:

1) Reserve online: Visit dri.org and go to the DRI Trial Tactics Seminar page and click on the “Book hotel” button.

2) Or contact the hotel directly at 866.919.7472 and mention the DRI Trial Tactics Seminar.

The hotel block is limited and rooms and rates are available on a first-come, first-served basis. You must make reservations by February 13, 2018, to be eligible for the group rate. Requests for reservations made after February 13, 2018 are subject to room and rate availability.

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FACULTY

Daniel J. Arnett, Arnett Law Group LLC, Chicago, IL
Tillman J. Breckenridge, Bailey and Glasser LLP, Washington, DC
Jack P. Burden, Backus Carranza & Burden, Las Vegas, NV
Sergio E. Chavez, Rincon Law Group PC, El Paso, TX
Daniel J. Arnett, Arnett Law Group LLC, Chicago, IL
Tillman J. Breckenridge, Bailey and Glasser LLP, Washington, DC
Jack P. Burden, Backus Carranza & Burden, Las Vegas, NV
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Nicole A. Diaz, Snap Inc., Venice, CA
Erin Muller Eddy, MBA, CSSC, Ringler Associates Inc., New York, NY
The Honorable John Cannon Few, South Carolina Supreme Court, Columbia, SC
Neil A. Goldberg, Goldberg Segalla LLP, Buffalo, NY
The Honorable James E. Graves, Jr., US Court of Appeals for the Fifth Circuit, Jackson, MS
Jennifer Snyder Heis, Ulmer & Berne LLP, Cincinnati, OH

The Honorable Johnnie B. Rawlinson, US Court of Appeals for the Ninth Circuit, Las Vegas, NV
Lynn M. Roberson, Miles Mediation & Arbitration Services LLC, Atlanta, GA
Abigail Rossman, Haworth Rossman & Gerstman LLC, New York, NY
Ewing E. (Eddie) Sikes III, Royston Rayzor Vickery & Williams LLP, Brownsville, TX

Todd H. Silberman, American Trucking & Transportation Insurance Company RRG, San Antonio, TX
Sarah Elizabeth Spencer, Christensen and Jensen, Salt Lake City, UT
Jill M. Wheaton, Dykema Gossett PLLC, Ann Arbor, MI
The Honorable Jerry A. Wiese II, The Eighth Judicial District Court of Clark County Nevada, Las Vegas, NV
Marc E. Williams, Nelson Mullins Riley & Scarborough LLP, Huntington, WV
Monté L. Williams, Steptoe & Johnson PLLC, Morgantown, WV
Teresa M. Young, Brown & James PC, Saint Louis, MO

Stephen C. Pasarow, Knapp Petersen & Clarke PC, Glendale, CA
Bryan K. Pedro, AIG Excess Casualty, New York, NY
The Honorable Kristina Pickering, Nevada Supreme Court, Las Vegas, NV
John C.S. Pierce, Sirot & Permutt PC, Mobile, AL
Claire Plotkin, Your Next Jury, La Canada, CA
The Honorable Johnnie B. Rawlinson, US Court of Appeals for the Ninth Circuit, Las Vegas, NV
Lynn M. Roberson, Miles Mediation & Arbitration Services LLC, Atlanta, GA
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Teresa M. Young, Brown & James PC, Saint Louis, MO

View faculty bios on the Trial Tactics Seminar webpage; click on “View speakers” button.

Use the DRI App to enhance your seminar experience

View the program schedule and customize your own
View speaker bios and contact info
Use the attendees list to communicate with colleagues in attendance
Keep notes
Access seminar materials
Make use of social media within the app to share your seminar experience

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December 7–8, 2017
Insurance Coverage and Practice Symposium
Sheraton New York Times Square Hotel, New York, NY

December 7–8, 2017
Professional Liability
Sheraton New York Times Square Hotel, New York, NY

January 25–26, 2018
Civil Rights and Governmental Tort Liability
Hilton New Orleans Riverside, New Orleans, LA

January 31–February 2, 2018
Women in the Law
Nobu Eden Roc Resort, Miami, FL

February 7–9, 2018
Product Liability Conference
San Diego Marriott Marquis, San Diego, CA

March 1–2, 2018
Medical Liability and Health Care Law
Manchester Grand Hyatt, San Diego, CA

March 1–2, 2018
Toxic Torts and Environmental Law
Sheraton Nashville Hotel, Nashville, TN

March 14–16
Appellate Advocacy
Planet Hollywood, Las Vegas, NV

Newsletter  
Trials and Tribulations (4 times a year)
Visit the Trial Tactics Committee page on dri.org for information about the committee and related resources.

Trial Tactics focus in For The Defense
March 2018 (upcoming)
March 2017
June 2016

Defense Library Series
The Deposition Manual
The Trial Compendium

Diversity and Inclusion in DRI: A Statement of Principle
DRI is the largest international membership organization of attorneys defending the interests of business and individuals in civil litigation.

Diversity is a core value at DRI. Indeed, diversity, which includes sexual orientation, is fundamental to the success of the organization, and we seek out and embrace the innumerable benefits and contributions that the perspectives, backgrounds, cultures, and life experiences a diverse membership provides.

Inclusiveness is the chief means to increase the diversity of DRI’s membership and leadership positions. DRI’s members and potential leaders are often also members and leaders of other defense organizations. Accordingly, DRI encourages all national, state, and local defense organizations to promote diversity and inclusion in their membership and leadership.

Harassment and Discrimination
DRI is committed to the policy of equal opportunity regardless of race, color, religion, sex, sexual orientation, gender, national origin and disability in all of its programs and activities, as well as maintaining an environment in our programs and activities which is free from all forms of harassment or discrimination of any kind. Pursuant to this policy, if any person who attends our programs or activities experiences unlawful discrimination or harassment, this should be reported to the Executive Director so that appropriate action may be taken.
S E M I N A R  S P O N S O R S

DRI wishes to thank our sponsors for their support at this year’s seminar!

G O L D  S P O N S O R S

Robson Forensic

S I L V E R  S P O N S O R S

Knapp Petersen & Clarke

Physician Life Care Planning

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Your next JURY CONSULTANT
Trial Tactics Seminar  
March 14–16, 2018  
Planet Hollywood Resort | Las Vegas, NV

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Please list any special needs ________________________

Are you a first-time attendee at this DRI seminar?  
☐ Yes  ☐ No

How many attorneys are in your firm? __________  What is your primary area of practice? ____________________

**REGISTRATION FEE**

Registration fee includes seminar attendance, networking events, course materials, and access to the DRI App. DRI will email a link to download the course materials to all registrants two weeks in advance of the seminar.

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PHONE: 312.795.1101  |  FAX: 312.795.0749

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Maximize your business development and education needs at DRI Seminars.