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LITIGATION SKILLS WORKSHOP

Wednesday,
June 5, 2019
10:00 a.m.–3:00 p.m.

Preceding DRI's Insurance Bad Faith and Extra-Contractual Liability Seminar
Washington, D.C.

30(b)(6) Depositions: Turning the Tables for Success



Successful trial attorneys know that a properly prepared and defended 30(b)(6) deposition can be the turning point in any litigation. The DRI Litigation Skills Committee in conjunction with the Insurance Law Committee are excited to present DRI's Bad Faith Litigation Skills Workshop designed to provide attendees with the tools necessary to shape the deposition topics, prepare and defend your 30(b)(6) witness and turn the case in your favor. One-on-one and small group exercises

will assure that you are ready to defend your client no matter what the circumstances. Act now to make an invaluable investment in your career. Space is limited to 30 attendees and spots will go fast! Seminar attendees pay only \$300 (\$475 to attend only the workshop). See additional details on the Insurance Bad Faith and Extra-Contractual Liability Seminar registration page.

View the seminar brochure and register for the seminar and workshop at <http://bit.ly/2WbPiI8>

*Take advantage of this valuable opportunity to practice
techniques with highly skilled trial attorneys.*

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Preceding DRI's Insurance Bad Faith and Extra-Contractual Liability Seminar Washington, D.C.

9:30 a.m.	Registration	11:25 a.m.	Defending the 30(b)(6) Depo: Tips and Strategies
10:00 a.m.	Welcome and Introductions		We will review the fact scenarios for your mock deposition, discuss what to expect and watch out for as well as devise strategies for the defense based upon the expected approach of Plaintiff's counsel.
10:05 a.m.	The 30(b)(6) Notice Arrives: How to Respond?		
	Training manuals. Incentive programs for claims handlers. Profit and Loss statements. Employee reviews. What topics have been identified, what objections can be asserted, and what motions should be brought and why?	11:55 a.m.	Working Lunch
10:25 a.m.	Selecting the Right Witness and Prepping them for Success	1:00 p.m.	What's This Going to Look Like?
	Is the person with the most knowledge really the best witness for your case? Tips for selecting the best corporate witness or witnesses and why. In addition, key principles and strategies for preparing your witness, including avoiding tricks from Plaintiff's bar, sidestepping the "profit above everything" angle and staying on course for the defense themes will be discussed.		The faculty will conduct a mock deposition to demonstrate techniques and prepare you for your own mock deposition.
10:55 a.m.	Weathering the Storm and Sharing the Experience	1:20 p.m.	And Away You Go
	Hear from witnesses and attorneys who have been through the 30(b)(6) process, what they were told, how they were prepped, what they saw and what they wish they'd known before stepping into the arena.		Each attendee will have the opportunity to take and defend a 30(b)(6) deposition while instructors provide real-time analysis, suggestions and feedback. In this small group activity, you'll also have the opportunity to watch and learn from your fellow attendees.
		2:40 p.m.	Bringing it Home
			Faculty and the witnesses will provide feedback on the exercises of the day and provide final advice and ideas on how best to follow-up with the techniques, practices and information learned throughout the workshop.
		3:00 p.m.	Adjourn

Speakers



Guy E. Hughes
Casey Bailey & Maines PLLC, Lexington, KY



Kevin Willging
Travelers, Hunt Valley, MD



Christopher A. (Chris) Bottcher
McGlinchey Stafford, Birmingham, AL

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