

ADVANCE REGISTRATION DEADLINE: FEBRUARY 23, 2012



TRIAL TACTICS SEMINAR

MARCH 14-16, 2012

BALLY'S LAS VEGAS

LAS VEGAS, NEVADA

IN-HOUSE AND EXPERT SPEAKERS INCLUDING

ROBERT J. BARTH, PH.D.
BARTH NEUROSCIENCE PC

CYNTHIA R. COHEN, PH.D.
VERDICT SUCCESS LLC

PAULA C. GENTILE
MGM RESORTS INTERNATIONAL

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ASHE RAFUSE & HILL LLP

THOMAS M. MCNISH,
M.D., MPH
*BIODYNAMIC RESEARCH
CORPORATION*

REASONS TO ATTEND

- Acquire practical strategies and tips from nationally renowned trial attorneys that can be implemented as soon as you get back to the office
- Understand how to communicate effectively with a new generation of jurors in the information age
- Refine your techniques for managing the emotions of a trial—from strategies for handling a sympathetic plaintiff to recasting an unpopular defendant
- Learn what no other seminar will teach you: how to prepare and try a case like a seasoned trial attorney
- Network with trial attorneys and clients from across the country
- Earn up to 12 hours of CLE, including 1 hour of ethics credit

DRI DELIVERS RESOURCES TO BUILD YOUR PRACTICE



Don't miss the advanced litigation strategies presented at DRI's 2012 Trial Tactics Seminar. Elevate your trial preparation by participating in this pragmatic seminar, which touches on the many stages of trial work, including early resolution evaluation, development of aggressive medical damages defenses and the tailoring of an appealing and effective jury presentation. Nationally recognized attorneys and experts from across the country will provide you with their top notch insight, knowledge and tools to maximize your efforts and obtain the best results. This annual program continues to offer sophisticated strategies that can be utilized by trial attorneys at every experience level in virtually all areas of litigation practice. Attendees also have the opportunity to participate in our ever popular networking event on the first evening, preceded by an amazing marketing presentation by a nationally known expert to help you strengthen your business efforts. We look forward to seeing you in Las Vegas!



Stephen C. Pasarow
Program Chair



Colette R. Magnetta
Program Vice Chair



Tammy J. Meyer
Committee Chair



Mark A. Solheim
Law Institute

Presented by DRI's
Trial Tactics Committee

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WHAT YOU WILL LEARN

- Cohesive themes to weave together your entire trial presentation, from voir dire to verdict
- Effective strategies for using direct examination to defuse difficult issues in your case
- How to identify promptly and handle cases that need to be resolved
- The latest technical knowledge and applications for biomechanical experts
- Facts to rebut opinions of plaintiff's medical experts
- How to neutralize juror hindsight bias
- Best practices for juggling the demands and ethical obligations in tripartite relationships
- Advanced settlement strategies



This seminar brochure is co-sponsored by



PROGRAM SCHEDULE

WEDNESDAY, MARCH 14, 2012

1:00 p.m. **Registration**

2:00 p.m. **Client Development: Business Development Strategies** (*joint event with Rainmaking Seminar*)

The explosion in electronic communication and information sharing is completely changing law firm marketing and business development. Mr. Cranston will offer his unique perspective on successful business-generating techniques and strategies. He will discuss the foundational principles of rainmaking, explain how to create value with clients, clarify the growing use of social media and generally demystify business development.

James A. Cranston, *LawVision Group*, Trabuco Canyon, California

3:30 p.m. **Roundtable Discussion**

5:00 p.m. **Adjourn**

5:00 p.m. **Registration** (*continues*)

6:00 p.m. **Networking Reception**
Sponsored by MDD Forensic Accountants

THURSDAY, MARCH 15, 2012

Boarding Pass Kiosk
Sponsored by Litigation Management Inc.

Internet Café
Sponsored by Biodynamic Research Corporation

7:00 a.m. **Registration**

7:00 a.m. **Continental Breakfast**
Sponsored by Meagher & Geer PLLP

7:00 a.m. **First-Time Attendees Breakfast**

8:00 a.m. **Welcome and Introduction**
Mark A. Solheim, *Larson King LLP*, St. Paul, Minnesota
Tammy J. Meyer, *MillerMeyer LLP*, Indianapolis, Indiana

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

8:15 a.m. **The Fabric of a Trial: Weaving the Tapestry from Voir Dire Through Examinations to Final Argument**

Telling the defense story to a jury challenges the best of us, particularly when our clients are faced with claims of catastrophic injury or death. This important task starts well before entering the courtroom, in the drafting of pleadings and discovery and the taking of depositions. This talk will focus on the art of telling the client's story from framing voir dire until final argument, with a focus on themes and persuasion.

Thomas J. Hurney, Jr., *Jackson Kelly PLLC*, Charleston, West Virginia

9:10 a.m. **Sympathetic Plaintiffs: Diffusing Sympathy, Passion, Bias and Prejudice**

Juror emotion can be injurious or helpful to a defendant's case. Defense lawyers can diffuse negative juror emotions and foster positive juror emotions by employing an enlightened defense approach and establishing juror empathy for the defendant. Mr. Bell will present effective strategies for using juror emotion to your client's advantage, including using voir dire as an opportunity to show compassion while contesting liability, admitting liability to contain juror passion, and using strategies for fair fault apportionment.

John W. Bell, *Johnson & Bell Ltd.*, Chicago, Illinois

10:00 a.m. **Refreshment Break**
Sponsored by Knapp Petersen & Clarke PC

10:15 a.m. **Defending the Unpopular Client and Diffusing Anger in the Courtroom**

If you have not yet had that unpopular client who evokes anger and hostility in jurist and juror, you will. If that emotional response to your client is not confronted and managed early on, your case will suffer in discovery, be vulnerable to a weak liability presentation at trial, and then, most likely, be subject to unwarranted, but enhanced damages. So what do you do? You will hear the best approaches from an experienced defense lawyer and former trial judge on ways to minimize the negative impact on your case.

The Honorable William B. Hill, Jr., *Ashe Rafuse & Hill LLP*, Atlanta, Georgia



11:10 a.m. **Resolving Claims Through Facts, Rather Than Expert Opinion: Examples of CRPS, RSD, Back Pain, Post-Traumatic Headache, Chronic Pain, Brain Injury and PTSD**

Claims often become a battle of amorphous, even baseless, expert opinions. This program will demonstrate how the focus can, instead, be placed on facts that are independent of any expert's opinions. This fact-based strategy facilitates a more efficient resolution of the claim.

Robert J. Barth, Ph.D., *Barth Neuroscience PC*, Chattanooga, Tennessee

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

1:15 p.m. **Direct Examinations—More Important Than Cross-Examination: Stealing the Thunder from Plaintiff's Cross-Examination**

Defense counsel should seize the opportunity to undermine the foundation of the plaintiff's case and anticipate the plaintiff's cross-examination during defense direct examination. This program will address tactics and techniques used to improve the defense's preparation and presentation of direct examination.

Clark R. Hudson, *Neil Dymott Frank McFall & Trexler APLC*, San Diego, California

2:10 p.m. **Case Evaluations from the Defense Perspective—Can You Read the Tea Leaves?**

It's worth what? One of the most challenging roles a defense attorney plays is correctly evaluating a case for settlement. How much is a finger worth? What about a scar? Emotional trauma? The carrier wants to know; the insured wants to know; and frankly, so do you. How do you, the defense attorney, read the crystal ball so that you can tell everyone exactly how much the case is worth? This presentation will offer answers to those questions, and more, from the perspective of the client and the defense attorney.

Paula C. Gentile, *MGM Resorts International*, Las Vegas, Nevada

Esther P. Holm, *Lewis Brisbois Bisgaard & Smith LLP*, Costa Mesa, California

3:05 p.m. **Refreshment Break**

Sponsored by Acker & Whipple

3:20 p.m. **Hindsight Bias—What Is It and How Do You Neutralize it?**

What does the Monday morning quarterback know that the coach didn't know Sunday night? An experienced trial psychologist helps us understand jurors' thinking about the impact of incidents, why vision is clearer afterwards and what strategies curb damages.

Cynthia R. Cohen, Ph.D., *Verdict Success LLC*, Los Angeles, California

4:10 p.m. **Excess Exposure Cases: Responding to Policy Limits Demand, Open Policies, Extra-Contractual Damages**

How do you avoid the nightmare of the blown time limit demand? You will learn the latest tricks being employed to set up an extra-contractual claim, defense counsel's duties in handling policy limits demands and how to defeat claims that the lid is off the policy.

James L. Crandall, *Crandall Wade & Lowe*, Irvine, California

5:00 p.m. **Trial Tactics Committee Meeting** (*open to all*)

6:00 p.m. **Networking Reception**

Sponsored by **Butler Pappas Wehmuller Katz Craig LLP**
MillerMeyer LLP

7:00 p.m. **Dine-Arounds**

Join colleagues and friends at selected restaurants for dinner (*on your own*).
More details on-site.

FRIDAY, MARCH 16, 2012

Boarding Pass Kiosk

Sponsored by **Litigation Management Inc.**

Internet Café

Sponsored by **Biodynamic Research Corporation**

7:00 a.m. **Registration**

7:00 a.m. **Continental Breakfast**

Sponsored by **Cozen O'Connor**



8:00 a.m. **Announcements**

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

Colette R. Magnosta, *Acker & Whipple PC*,
Los Angeles, California

8:05 a.m. **The 30 Minute Voir Dire: Get In, Get Out and Get a Jury**

In today's trial courts, with short time allowance for jury pool questioning and other strict limits on voir dire, how can you make the most of your time selecting the best possible jury? Learn the skills and techniques that can be utilized, even with these limits, to evaluate and select your jurors efficiently. You will be able to get in, get out, and get a jury that will help you win your case.

Brynda R. Insley, *Insley and Race LLC*, Atlanta,
Georgia

9:00 a.m. **Today's Jurors: Who Are They and How Do They Decide? Persuasive Techniques for Different Generations**

An effective advocate must be able to establish credibility with the decision maker and use that credibility to achieve a favorable decision. This program will focus on how different generations receive and process information, and how that shapes their determination of a party's credibility. The presentation will include specific factors to consider when preparing an argument for judges, juries and arbitrators, as well as more routine interactions with clients, mediators and opposing counsel.

Christopher A. Bottcher, *Sirote & Permutt PC*,
Birmingham, Alabama

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

Sponsored by Knapp Petersen & Clarke

10:15 a.m. **Dealing with Difficult Plaintiffs' Attorneys, Co-Defense Counsel and Sometimes Our Own Clients**

Law is about people and persuasion. While we may sometimes think of ourselves as warrior/advocates, our real strength and effectiveness as lawyers lies in our ability to transform enemies into friends and to convert polarized viewpoints of the past into harmonious visions of the present and future. Learn how.

Sidney K. Kanazawa, *McGuireWoods LLP*,
Los Angeles, California

11:00 a.m. **Ethics: Traps for the Unwary Defense Lawyer in the Tripartite Relationship**

The tripartite relationship among a defending insurer, its insured and insured's counsel generally brings with it the ethical protections and ethical risks of a conventional two-sided attorney-client relationship. In this fast-paced interactive program, you will work through problems with your fellow attendees that will make you, as defense counsel, better equipped to identify and avoid the unique traps, such as protecting the attorney-client privilege, that may limit the ethical protections and increase the ethical risks that attorneys face in this setting.

Daniel E. Eaton, *Seltzer Caplan McMahon Vitek*,
San Diego, California

12:00 p.m. **Human Factors and Biomechanics: Do They Complement or Collide into Each Other?**

Biomechanics is the analysis of the human body's response to forces in accidents to determine if and how injuries are caused, while human factors help us to understand why the accident occurred. The intersection between these two fields is discussed by an experienced defense trial lawyer and a well known medical doctor specializing in injury biomechanics and the human factors involved in accidents.

Guy E. Hughes, *Casey Bailey & Maines PLLC*,
Lexington, Kentucky

Thomas M. McNish, M.D., MPH, *Biodynamic Research Corporation*, San Antonio, Texas

12:45 p.m. **Objections During Trial and Preserving the Record**

Hold everything! Object to preserve error. Object to stop the bleeding. Object to save your witness. But don't object just because you can. Combine smart objections and smart motions to protect the record, but be sure not to play your hand unnecessarily. This is true whether it be pretrial, trial or post trial.

Sandra F. Clark, *MehaffyWeber PC*, Beaumont,
Texas

1:30 p.m. **Adjourn**

FACULTY

Robert J. Barth, Ph.D., is a fellow of the National Academy of Neuropsychology, practicing in Chattanooga, Tennessee, and Birmingham, Alabama. The American Medical Association has listed Dr. Barth, a Harvard trained neuropsychologist, among its “internationally recognized expert authors” and has repeatedly asked him to contribute to its publications on chronic pain, brain injury and mental illness. He has also served as faculty, editor, or author for numerous other health care academies and governments internationally.

John W. Bell is co-founder and vice president of Johnson & Bell Ltd. in Chicago. He concentrates his practice in product liability and defense of complex/catastrophic and commercial litigation, with a focus on defense of personal injury litigation. Mr. Bell has been named one of the top 20 tort defense lawyers in Chicago by *Chicago Lawyer* magazine. He is a member of DRI, the Illinois State Bar Association, the Chicago Bar Association, the Hellenic Bar Association of Illinois and the ABA, and the past president of the American Board of Trial Advocates, Illinois Chapter.

Christopher A. Bottcher, a shareholder with Sirote & Permutt PC, practices in the law firm’s Birmingham, Alabama, office. Mr. Bottcher’s practice focuses heavily on corporate, business and commercial litigation, real estate and mortgage litigation, as well as product liability defense, mass tort litigation, the enforcement of restrictive covenants and the protection of trade secrets and proprietary information. He is an active member of DRI’s Trial Tactics Committee.

Sandra F. Clark is a shareholder in the law firm of MehaffyWeber PC in Beaumont, Texas. She is board certified in personal injury trial by the Texas Board of Legal Specialization. Ms. Clark is a member of the American Board of Trial Advocates, the Federation of Defense and Corporate Counsel, the Product Liability Advisory Council and the Texas State Bar Committee on Professionalism.

Cynthia R. Cohen Ph.D., a national trial consultant, founded Verdict Success LLC in Los Angeles. Her expertise in jury behavior, jury research and persuasive communication aids trial lawyers with trial strategies in

major complex cases. Dr. Cohen is the current vice chair of the ABA Section of Litigation Trial Practice Committee, past ABA Products Liability Committee membership co-chair, past president of the American Society of Trial Consultants, and a member of the American Psychological Association and the American Psychology/Law Society.

James L. Crandall, a founding partner of Crandall Wade & Lowe in Irvine, California, defends insurers in excess liability and bad faith claims. He is a diplomate in the American Board of Trial Advocates and a fellow of the American College of Trial Lawyers. In recognition of his success as a trial lawyer, Mr. Crandall was named a Southern California “Super Lawyer” and one of the top 50 lawyers in Orange County. A member of the Federation of Defense and Corporate Counsel, he serves on the faculty of its Litigation Management College.

James A. Cranston, a consultant with LawVision Group in Trabuco Canyon, California, is widely recognized as a leading authority on sales and business development in the legal industry. Formerly a vice president at Hildebrandt, he has worked with many of the AMLaw 250 firms in growing revenues and obtaining new clients. Prior to his work in the legal industry, Mr. Cranston spent 14 years selling consulting services for Arthur Andersen and Price Waterhouse.

Daniel E. Eaton is a partner in the litigation department of the San Diego firm of Seltzer Caplan McMahon Vitek. His practice focuses on defending and advising employers, including litigating the full range of workplace disputes. He has presented numerous interactive seminars in legal ethics and employment law for DRI and other organizations. Mr. Eaton regularly appears as a legal analyst on San Diego TV and radio.

Paula C. Gentile is senior vice president and general counsel at MGM Resorts International Risk Management Division in Las Vegas. In addition, she is president of M3 Nevada Insurance Company and MGMM Insurance Company, insurance subsidiaries of MGM Resorts International that provide insurance services for MGM Resorts International entities. She is responsible for insurance procurement, risk management, liability claims, claims-related litigation, workers’ compensation and safety for all MGM Resorts International properties.



The Honorable William B. Hill, Jr., was a Georgia Deputy Attorney General and director of the Criminal Division prior to his appointment as a state court judge, then superior court judge, presiding over both civil and criminal matters. He is now in private practice with Ashe Rafuse & Hill LLP in Atlanta, concentrating on commercial and complex litigation. Judge Hill also regularly serves as mediator and arbitrator in a variety of disputes. He is active in the Georgia legal community, including service under two governors as a member of the State Judicial Nominating Commission and currently serving as an adjunct professor at Emory University School of Law and the chair of the Atlanta Legal Aid Annual Fund.

Esther P. Holm is a partner with Lewis Brisbois Bisgaard & Smith LLP. She is vice chair of the firm-wide professional liability department, and former vice chair of the product liability practice group. Ms. Holm leads a team of attorneys in the Orange County, California, office that specializes in complex general liability and professional liability. She has extensive trial and arbitration experience and loves to parachute into a case just before trial. She is a former judge pro-tem, arbitrator for Los Angeles County Superior Court and member of the California Association of Realtors Attorney Referral Panel.

Clark R. Hudson is a partner at Neil Dymott Frank McFall & Trexler APLC in San Diego. Mr. Hudson represents clients in medical negligence, professional negligence, product liability and complex litigation matters. He is a fellow of the American College of Trial Lawyers. He holds the rank of advocate within the American Board of Trial Advocates. He is an active member within the Federation of Defense and Corporate Counsel and the Association of Southern California Defense Counsel.

Guy E. Hughes is a trial attorney with Casey Bailey & Maines PLLC in Lexington, Kentucky. His litigation practice includes coal mine and premises liability, as well as other insurance related matters. He has represented recreational product, automobile and drug manufacturers, as well as a Class I railroad. Mr. Hughes was chair of DRI's 2011 Damages Seminar. He has been a member of DRI's Trial Tactics Committee steering committee since 2007 and currently serves as webcast chair.

Thomas J. Hurney, Jr., a member of Jackson Kelly PLLC in Charleston, West Virginia, leads its industrial, environmental and complex litigation practice group. Mr. Hurney has significant trial experience in medical

negligence, personal injury and wrongful death actions and was elected to both the American College of Trial Lawyers and American Board of Trial Advocates. An active DRI member, he chaired the 2008 Complex Medicine Seminar. He is also an active member of the Association of Defense Trial Attorneys and the International Association of Defense Counsel.

Brynda R. Insley maintains a diverse defense practice at Insley and Race LLC in Atlanta. Over the course of her 25 years of practice, she has become an experienced presenter on a wide variety of topics, ranging from mental health care records to tort reform in Georgia. Active in many local, national and international legal organizations, including DRI, Ms. Insley also served as chair or co-chair for many other organizations, such as the Atlanta Association of Insurance Professionals Program Committee and the Emory University School of Law Atlanta Bar Minority Clerkship Program.

Sidney K. Kanazawa is a Los Angeles based McGuireWoods LLP litigation partner, who has tried a wide range of civil and criminal cases on behalf of defendants and plaintiffs. He is the immediate past chair of the DRI Trial Tactics Committee, general counsel of NAPABA, a NITA instructor, an invited member of the Product Liability Advisory Council and the American Law Institute, and has been recognized as a "Super Lawyer" by the publishers of the *Los Angeles Magazine*.

Colette R. Magnetta is a shareholder with Acker & Whipple PC in Los Angeles and serves on the firm's management committee. Her defense practice is focused on general tort litigation, including construction workplace accidents, premises liability, product liability and transportation claims. Ms. Magnetta is an active member of DRI's Trial Tactics and Product Liability Committees. She is the program vice chair of this seminar.

Thomas M. McNish, MD, MPH, joined Biodynamic Research Corporation in San Antonio, Texas, in 1994, after a career as a pilot and flight surgeon with the United States Air Force, where his experience included responsibilities as the Command Surgeon for the Air Force Reserve and serving as a combat pilot and a prisoner of war in the Vietnam conflict. His consulting practice currently focuses on product liability issues involving automobile collisions, occupant protection systems, aviation incidents and other related issues.



Tammy J. Meyer is a partner with MillerMeyer LLP in Indianapolis. A speaker for professional associations and an instructor for several trial academies, she has published articles nationally on topics ranging from professional ethics to trial strategy. Ms. Meyer is an active member of DRI, the International Association of Defense Counsel and the Indianapolis Bar Association. She is a fellow of the Indianapolis Bar Foundation and the Indiana Bar Foundation. Ms. Meyer was named an “Indiana Super Lawyer” in general litigation and one of the top 25 women lawyers in Indiana. She is the chair of DRI’s Trial Tactics Committee.

Stephen C. Pasarow is a director with Knapp Petersen & Clarke PC in Glendale, California. Since being admitted to the State Bar of California in 1980, he has specialized in civil litigation, with an emphasis on the defense of automobile accident, transportation and premises liability cases. Mr. Pasarow is a diplomate with the American Board of Trial Advocates. He is also a member of DRI, the Federation of Defense and Corporate Counsel, the Association of Southern California Defense Counsel, Transportation Lawyers Association and the ABA. Mr. Pasarow is the program chair of this seminar.

Mark A. Solheim is a partner in Larson King LLP’s St. Paul, Minnesota, office. Mr. Solheim represents clients in complex litigation matters, including product liability, transportation, class actions, medical negligence, professional liability, insurance and commercial disputes. His peers named him a “Super Lawyer” in *Minnesota Law & Politics* and he is listed in the *Best Lawyers in America*. Mr. Solheim is a member of DRI’s Law Institute, the International Association of Defense Counsel, the Douglas K. Amdahl Inn of Court and the board of directors for the Minnesota Defense Lawyers Association.

SEMINAR SPONSORS

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



GENERAL INFORMATION

CLE ACCREDITATION

This seminar has been approved for MCLE credit by the State Bar of California in the amount of **12** 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 our website at www.dri.org for credit information for your state.

REGISTRATION

The registration fee is **\$745** for members and those who join DRI when registering and **\$975** for nonmembers. The registration fee includes CD-ROM course materials, continental breakfasts, refreshment breaks and networking receptions. 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 23, 2012** (*please allow 10 days for processing*). Registrations received after **February 23, 2012**, will be processed on-site.

REFUND POLICY

The registration fee is fully refundable for cancellations received on or before **February 23, 2012**. Cancellations received after **February 23** and on or before **March 1, 2012**, will receive a refund, less a \$50 processing fee. Cancellations made after **March 1** will not receive a refund, but the course materials on CD-ROM and 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 to DRI's Accounting Department at 312.795.0747. All refunds will be mailed within four weeks after the date of the conference. Substitutions may be made at any time without charge and must be submitted in writing.

HOTEL ACCOMMODATIONS

A limited number of discounted hotel rooms have been made available at **Bally's Las Vegas, 3645 Las Vegas Boulevard South, Las Vegas, Nevada 89109**. For reservations, visit www.dri.org and go to the Trial Tactics Seminar page or **contact the hotel directly at 702.967.4111**. Please mention **DRI's Trial Tactics Seminar** to take advantage of the group rate of **\$199 Single/Double**. The hotel block is limited and rooms and rates are available on a first-come, first-served basis. You must make reservations by **February 14, 2012**, to be eligible for the group rate. Requests for reservations made after **February 14** are subject to room and rate availability.

SPECIAL DISCOUNTS

GROUP DISCOUNT

The first and second registrations from the same firm or company are subject to the fees outlined above. The registration fee for additional registrants from the same firm or company is **\$695**, regardless of membership status. All registrations must be received at the same time to receive the discount.

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 and subsidiaries. In order to qualify for free registration, the individual must also be a DRI member and a member of DRI's Corporate Counsel Committee. Offer excludes the DRI Annual Meeting.

TRAVEL DISCOUNTS

DRI offers discounted meeting fares on various major air carriers for **DRI's Trial Tactics Seminar** attendees. To receive these discounts, please contact Hobson Travel Ltd., DRI's official travel provider, at 800.538.7464. As always, to obtain the lowest available fares, early booking is recommended.

The taping or recording of DRI seminars is prohibited without the written permission of DRI.

Speakers and times may be subject to last-minute changes.

DRI policy provides there will be no group functions sponsored by others in connection with its seminars.



2012 SEMINAR SCHEDULE

February 2–3	Civil Rights and Governmental Tort Liability <i>Eden Roc Renaissance Miami Beach, Miami Beach, FL</i>	May 2–4	Employment Law <i>Sheraton Chicago, Chicago, IL</i>
February 9–10	Toxic Torts and Environmental Law <i>Fontainebleau Miami Beach, Miami Beach, FL</i>	May 10–11	Drug and Medical Device <i>New Orleans Hilton Riverside, New Orleans, LA</i>
February 16–17	Trucking Law <i>The Westin Kierland, Scottsdale, AZ</i>	May 10–11	Retail and Hospitality <i>Swissôtel Chicago, Chicago, IL</i>
February 23–24	Sharing Success—A Seminar for Women Lawyers <i>The Westin Kierland, Scottsdale, AZ</i>	May 17–18	Commercial Litigation <i>Sheraton New York Hotel & Towers, New York, NY</i>
March 8–9	Medical Liability and Health Care Law <i>Hilton New Orleans Riverside, New Orleans, LA</i>	June 7–8	Diversity for Success <i>Swissôtel Chicago, Chicago, IL</i>
March 14–16	Trial Tactics <i>Bally's Las Vegas, Las Vegas, NV</i>	June 14–15	Young Lawyers <i>JW Marriott Eden Roc, Miami Beach, FL</i>
March 14–16	Rainmaking <i>Bally's Las Vegas, Las Vegas, NV</i>	June 21–22	Appellate Advocacy <i>Hyatt Regency Cambridge, Cambridge, MA</i>
March 28–30	Insurance Coverage and Claims Institute <i>The Westin Michigan Avenue, Chicago, IL</i>	September 13–14	Nursing Home/ALF Litigation <i>The Cosmopolitan of Las Vegas, Las Vegas, NV</i>
April 11–13	Product Liability Conference <i>The Venetian Palazzo Hotel, Las Vegas, NV</i>	September 20–21	Construction Law <i>Arizona Biltmore, Phoenix, AZ</i>
April 25–27	Life, Health, Disability and ERISA Claims <i>Swissôtel Chicago, Chicago, IL</i>	November 8–9	Asbestos Medicine <i>Fontainebleau Miami Beach, Miami Beach, FL</i>
		December 6–7	Insurance Coverage and Practice <i>Sheraton New York Hotel & Towers, New York, NY</i>



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DIVERSITY

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 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.



TRIAL TACTICS SEMINAR

MARCH 14-16, 2012

BALLY'S LAS VEGAS ■ LAS VEGAS, NEVADA

For inclusion on the preregistration list and to receive course materials in advance,
register by February 23, 2012

FORMAL NAME

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COMPANY/FIRM/LAW SCHOOL

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STATE/PROVINCE

ZIP/POST CODE

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FAX

EMAIL

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 and course materials. DRI will email a link to download the course materials to all registrants two weeks in advance of the seminar. The CD will be included in the registration packet on-site. You can order additional copies by checking the appropriate box below or going online at www.dri.org.

- Member \$745
 Nonmember \$975
 Government Member \$500
 Law Student Member FREE
 In-House Counsel Member* FREE
 Group Discount* \$695
(*as defined on page 9)

ADDITIONAL COURSE MATERIALS

- Member \$75
 Nonmember \$95

3400-0060-21

TRIAL TACTICS

2012-0060B

PAYMENT METHOD

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SUPPLEMENTAL MATERIAL FROM THE DEFENSE LIBRARY SERIES

The Daubert Compendium (2011) is an updated version of DRI's bestselling 2006 edition and an indispensable resource for any defense trial attorney or in-house counsel who deals with expert testimony. The compendium highlights the opinions of the United States Supreme Court and federal district and appellate courts that have discussed *Daubert* on a substantive basis.

Written by leading defense attorneys, the compendium covers:

- case citations, factual summaries and key language
- critical components of expert testimony admissibility, including peer review and publication considerations
- the impact of known and potential error rates
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