

## Learn valuable techniques for effective direct and cross examination.

- Make sure your expert witness is ready for cross examination
- Building blocks for persuasive and powerful direct examination
- Find out what works and what doesn't
- Ethical limitations
- Direct and cross examination themes

Nonprofit Org.  
U.S. Postage Paid  
Seattle, WA  
Permit No. 2204

## Now From WSBA-CLE



### **CLE By-the-Slice™ Internet Audio Seminars**

Over 120 short WSBA-CLE course topics in 26 practice areas, including ethics. Build your own custom CLE seminar at [www.legalspan.com/wsba](http://www.legalspan.com/wsba).



### **CLE Electronic Calendars**

You may receive our CLE semi-monthly calendars electronically. Just send your e-mail address to [bettyh@wsba.org](mailto:bettyh@wsba.org).



### **Register Online**

<http://www.wsba.org/cle/seminars>



### **Order Products Online**

<http://store.yahoo.com/wsbastore/>



Continuing Legal Education  
Washington State Bar Association  
2101 Fourth Avenue, Suite 400  
Seattle, WA 98121-2330  
tel: 1-800-945-WSBA  
206-443-WSBA  
fax: 206-727-8320  
e-mail: [questions@wsba.org](mailto:questions@wsba.org)

SAVE THIS BROCHURE --  
THIS WILL BE THE ONLY MAILING

©2003 Washington State Bar Association



# CLE

Washington State Bar Association  
Continuing Legal Education

## DIRECT AND CROSS EXAMINATION

*Beginning to Intermediate*



### Friday, October 31, 2003

Washington Convention and Trade Center  
800 Convention Place  
Seattle, Washington

Approved for 6.0 CLE Credits for Washington Attorneys:  
5.25 General CLE Credits and .75 Ethics Credit

# DIRECT AND CROSS EXAMINATION

## Schedule, Topics & Speakers

Approved for 6.0 CLE Credits for Washington Attorneys: 5.25 General CLE Credits and .75 Ethics Credit

**OCTOBER 31, 2003 (HALLOWEEN) • SEATTLE**

**7:45 a.m.**

**Check-in • Walk-in Registrations • Distribution of Coursebooks • Coffee and Pastry Service**

**8:25 a.m.**

**Welcome and Introductions**

*Jeffrey Grant, Chair — Helsell Fetterman, Seattle*

**8:30 a.m.**

**Direct and Cross Examinations: What Works (treats) and What Doesn't (tricks) and What They Look Like From the Bench**

*Honorable Robert Lasnik — U.S. District Court, Western District of Washington*

**9:30 a.m.**

**The Theme of Your Case as Told Through Direct and Cross**

*Suzanne Thomas — Attorney at Law, Seattle*

**10:20 a.m.**

**Break**

**10:35 a.m.**

**What Makes for an Effective Direct Examination? (Treats are Better Than Tricks)**

How to build a solid structure for your case through direct examination. Simple but frequently overlooked building blocks for persuasive and powerful direct examination.

*James Murray — Golden Tilden & Murray, Seattle*

**11:30 a.m.**

**Lunch on Your Own**

**1:00 p.m.**

**What Makes for an Effective Cross Examination (Are Tricks Better Than Treats?)**

*Jeffrey Grant — Helsell Fetterman, Seattle*

**1:50 p.m.**

**How to Prepare Your Expert Witness for Direct and Cross Examination**

*James P. Solimano — Hagens Berman, Seattle*

**2:40 p.m.**

**Break**

**2:55 p.m.**

**The Search for Truth: Are There Ethical Limitations?**

*Lish Whitson — Attorney at Law, Seattle*

**3:45 p.m.**

**What If I've Never Done This Before?**

An attorney's first attempts at direct and cross examination presents some unique challenges and considerations. Effective accommodation of these issues will optimize the potential for a successful outcome. Dissect three critical phases of the neophyte's nisis — strategy, substance and style — in order to attain the comportment and results of a more experienced advocate.

*Benjamin Schwartzman — Lovell Stewart Halebian & Barth, Seattle*

**4:35 p.m.**

**Adjourn**

**New from WSBA-CLE Publications:**

## The Litigator's Library

Two pillar publications that will form the foundation of your litigation library, at significant savings.

Washington Civil Procedure Deskbook (2d ed. 2002)  
&  
Washington Legal Ethics Deskbook (2003)

Available for shipment Fall 2003.

See <http://store.yahoo.com/wsbastore/lili.html> for more information on this specially priced set.

### SEMINAR REGISTRATION

First Name \_\_\_\_\_ M.I. \_\_\_\_\_ Last Name \_\_\_\_\_  
WSBA No. \_\_\_\_\_ Firm / Company Name \_\_\_\_\_  
Street Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
( ) ( ) \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

We encourage early registration. On-site registration is on a space available basis. I wish to register for the following seminar:

**Direct and Cross Examination, #04658SEA, 10/31/03, Seattle — \$199 Tuition**

Total:.....\$ \_\_\_\_\_

If special accommodations are needed, please contact Michele Kramer at 206-727-8258 or toll free 1-800-945-WSBA, email: michelek@wsba.org

### SEMINAR PRODUCT ORDER

Please send me the following products:

**Direct and Cross Examination**  
Seminar coursebook only (\$70 per book + \$9 S&H + \$6.95 tax = \$85.95)

Total:.....\$ \_\_\_\_\_

Payment information:

- Check enclosed payable to WSBA  
 WSBA-CLE Passport (check below):  
 Silver  Gold  Platinum\*

\* For Platinum Passport, present ID at check-in.

Passport pin #

Visa  MasterCard

Card No. \_\_\_\_\_ Exp. Date \_\_\_\_\_

Cardholder Name (print) \_\_\_\_\_

Authorized Signature \_\_\_\_\_

Registrations received less than 48 hours before a seminar are not guaranteed a coursebook or other presentation materials on site. At the conclusion of the seminar, materials will be mailed on a priority basis to those registrants who did not receive them.

office use only

Date \_\_\_\_\_ Check # \_\_\_\_\_ Total \$ \_\_\_\_\_

### 5 Ways to Register for a WSBA-CLE Seminar or to Place a Product Order

MAIL • WSBA, 2101 Fourth Avenue, Suite 400, Seattle, WA 98121-2330.

PHONE • 800-945-WSBA or 206-443-WSBA with credit card and Registration/Order Form in hand.

FAX • 206-727-8320 Include credit card information.

INTERNET • Securely register online at <http://www.wsba.org/cle/seminars> • Order products online at <http://store.yahoo.com/wsbastore/>

WALK-IN • You may register for most WSBA-CLE seminars at the door. On-site registration is on a space available basis.

QUESTIONS? • Call 800-945-WSBA or 206-443-WSBA. Questions regarding WSBA-CLE publications, call 206-733-5918.