

**The Chicago Bar Association
College of Trial Advocacy Presents:
OPENING AND CLOSING
November 19, 2009**

Learn the inner workings of persuasion from the masters.

Marshal your best facts and law in an unbeatable close.

*Use opening to imprint your story on the trier of fact—
your emphasis—
your ordering of the facts--
will guide it's view of the evidence at trial.*

The **CBA College of Trial Advocacy** presents the second of a four part series in mastering trial techniques. The Dean of the CBA College of Trial Advocacy, **Hon. Thomas More Donnelly**, Circuit Court Judge, has assembled an all-star faculty for this comprehensive seminar on mastering opening and closing statements.

This course is aimed both at civil and criminal practitioners and will provide training for both experienced trial lawyers and lawyers 1-5 years out of law school with little or no jury trial experience. Limited to **70 attorneys**, this course presents a complete approach to preparing and delivering persuasive opening and closing statements to win your case.

*Each lawyer will get chance to deliver both a five-minute opening and
a five-minute closing in the small group session with expert critique.
Short civil case problem will be sent to you upon registration (criminal
case problem available on request).*

November 19, 2009

Richard J. Daley Center Jury Trial Courtrooms
50 W. Washington

2:45-3:00p.m. Check-in

Daley Center, Courtroom 1307

3:00-3:30p.m. Keynote lecture: Pathos, Logos, Ethos

Hon. Gino L. DiVito, *Tabet DiVito and Rothstein LLC*

“Persuasion is achieved by the speaker's *personal character* (ETHOS) when the speech is so spoken as to make us think him credible. Secondly, persuasion may come through the hearers, when the *speech stirs their emotions* (PATHOS). Thirdly, persuasion is effected through the *speech itself* when we have proved a truth or an apparent truth by means of the persuasive arguments suitable to the case in question (LOGOS).”

Aristotle

- *Pathos, logos, and ethos*
- *Passion—Your heart speaks to the jury*
- *Syllogism—Reasoning—Proof—*
- *Do the right thing—the moral/ethical appeal--character*

3:00-5:00p.m. Expert Panel Review and Demonstrations

Find out how to structure your opening statement and closing argument to win your case. You will see lawyers demonstrate a criminal closing and civil opening in a courtroom before a panel of expert trial lawyers and judges. Learn from the expert panel how to improve your persuasion skills through their analysis and critique.

3:30-4:15 p.m Closing Argument:

Passion, Logic, Character: Moving the Jury to Action

Demonstration Closing Argument:

Timothy O’Hara, *Cook County Public Defender*

Expert Panel:

Hon. Gino L. DiVito, *Tabet DiVito and Rothstein LLC*

Hon. Tom Hogan, *Circuit Court of Cook County*

Elizabeth A. Kaveny, *Propes & Kaveny LLC*

- Summing up your top points
- Finding all the facts that support those points
- Organizing those facts under each point
- Delivering each point with punch, verve, and style

4:15-5:00p.m. Opening Statement:

The Persuasive Power Of Story

Demonstration Opening Statement:

Kathryn Mackey, *Clausen Miller, P.C.*

Expert Panel:

Hon. Bill Taylor, *Circuit Court of Cook County*

Kevin Conway, *Cooney & Conway*

Joanne Hannaway Sweeney, *Jenner & Block LLP*

- Allowing and *trusting* the jury to persuade themselves
- Telling a story that leads the jury to draw your conclusions
- Selecting and arranging your facts in a coherent narrative

5:00 – 5:30 p.m. Dinner

Provided by the Chicago Bar Association

5:30-7:30 p.m. Skills Training Session

You will deliver an opening and closing statement for review by our faculty. Choose between the case materials provided, or test one of your own. Participants get 2 sessions (5 minutes each with 2 minutes of feedback), providing opportunity to put learned techniques into action.