



CELEBRATING 50 YEARS
OF ADVANCING THE CIVIL
DEFENSE BAR IN GEORGIA

Melburne D. "Mac" McLendon

Trial & Mediation ACADEMY

Callaway Gardens Lodge & Spa
January 17-20, 2018

GDLA Trial & Mediation Academy is designed for the defense lawyer seeking to become more accomplished and successful at trial or in mediation.

Whether you are an experienced attorney who has not tried a case in a while and wants a refresher course, or you are newer to the practice of law and want to develop your skills, this program is for you.

Participants first observe experienced lawyers demonstrating opening statements, direct and cross examinations, and closing arguments and then practice those skills in breakout sessions with faculty observation and feedback. We focus, too, on mediation strategies, as participants learn from experienced mediators at BAY, Henning Mediation, and Miles Mediation—three of GDLA's Platinum Sponsors. Attendees will also hear jury selection best practices from GDLA Platinum Sponsor R&D Strategic Solutions. Fulton State Court Susan Edlein will offer professionalism insights. In addition, there is ample time for networking with the faculty and other students.

A recent Trial & Mediation Academy graduate reports how the conference helped her and the firm's client succeed:

"I attended trial yesterday on behalf of the UM carrier for a case. I used what I learned from the Trial & Mediation Academy program to help in jury selection and objections throughout the trial. We went in admitting liability in the case and plaintiff's counsel presented \$25,000 in medical bills. The jury we selected returned a verdict of \$590.15 for the plaintiff. The Academy classes really paid off."

SEE AGENDA ON NEXT PAGE.

COURSE MATERIALS & PREPARATION

We use a mock case from the National Institute for Trial Advocacy. You will receive materials upon registering for the seminar. It is essential that you review the materials prior to your arrival so you are prepared to deliver mock opening statements, cross examinations and/or closing statements during the breakout sessions. Prepare as if you're preparing for an actual trial.

CLE CREDIT

The conference offers 19 CLE hours including, 2 ethics, 1 professionalism and 9 trial hours. Your registration includes one full year's worth of CLE (12 hours including 6 trial, 2 ethics and 1 professionalism). *You may choose to purchase the remaining 7 hours at \$5 per credit hour by paying with a check on-site at the seminar.*

ONLINE REGISTRATION

FEE: The registration fee of **\$395*** includes course materials, 12 CLE hours, your first year of GDLA membership (if you have not yet been a member), Wednesday's welcome reception, evening hospitality suite, daily hot breakfasts, and all-day beverages/snacks, Thursday's lunch and reception/dinner. **Does not include hotel accommodations. Register by December 22; full registration fee refunds available for cancellations up to January 9.*

HOW TO REGISTER: Visit the Calendar page at www.gdla.org and click the Trial & Mediation Academy More Information and Online Registration link. You can then pay by credit card (includes processing fee) or print the registration form to mail with a check.

ACCOMMODATIONS

Mention "GDLA" when booking with Callaway Gardens Lodge & Spa. Rates are per person, per night—3 night minimum. Registrants who share a room (double rate below) or do not stay the 3 night minimum will be charged a per diem to cover conference/AV expenses. Because rooms are a "conference rate" they must be booked directly through Callaway and not through a third-party like Expedia or AAA:

\$229 + tax for single or \$320 + tax for double | THREE NIGHT MINIMUM
Hotel deadline is December 22 | Call Callaway directly at 1-800-543-7121

FACULTY

Judge Susan B. Edlein, State Court of Fulton County

Carrie L. Christie, Chair, Rutherford & Christie, Atlanta
C. Bradford "Brad" Marsh, Vice-Chair, Swift Currie McGhee & Hiers, Atlanta

Jerry A. Buchanan, Buchanan & Land, Columbus
William "Bill" T. Casey, Jr., Chair, Hicks Casey & Morton, Marietta
Philippa V. Ellis, Owen Gleaton Egan Jones & Sweeney, Atlanta
Anne D. Gower, Gower Wooten & Darnelle, Atlanta
William "Billy" D. Harrison, Mozley Finlayson & Loggins, Atlanta
Matthew G. Moffett, Gray Rust St. Amand Moffett & Brieske, Atlanta
Jeffrey S. Ward, Drew Eckl & Farnham, Brunswick
Richard H. Willis, Bowman and Brooke, Columbia, SC

PLATINUM SPONSORS/SPEAKERS

Tom Harper, BAY Mediation & Arbitration Services
Hon. Tony DelCampo, Henning Mediation & Arbitration Services
Gino Brogdon, Jr., Miles Mediation & Arbitration Services
Maithilee Pathak, R&D Strategic Solutions
Bill Wright, Ringler | Objective Settlement Advisors

TRIAL & MEDIATION ACADEMY CURRICULUM

WEDNESDAY JANUARY 17

6:30-8:00 pm Reception for Faculty & Students

8:00 pm Faculty Group Dinner / Students: Dinner on Your Own

THURSDAY JANUARY 18

7:30 am Registration & Breakfast

8:00 - 8:30 am Welcome, Faculty Introductions and Overview

8:30 - 10:30 am **Nuts & Bolts of Mediation: Panel Discussion**

- Tom Harper, BAY Mediation & Arbitration Services
- Hon. Tony DelCampo, Henning Mediation Service
- Gino Brogdon, Jr., Miles Mediation & Arbitration Services
- Bill Wright, Ringler | Objective Settlement Advisors

10:30 - 10:45 am Break

10:45 am - 12:15 pm **Opening Statement: Faculty Demo & Discussion**

- Important considerations in preparing and delivering an opening

12:15 - 12:30 pm Break & Get Boxed Lunch

12:30 - 1:45 pm **Working Lunch: Voir Dire/Jury Selection Strategy & Faculty Demo**

- Maithilee Pathak, R&D Strategic Solutions & Faculty Reps

1:45 - 3:00 pm Breakout Session: Student Performance of Opening Statement

3:00 - 3:15 pm Break

3:15 - 4:45 pm **Party & Lay Witness Examinations: Faculty Demo & Discussions**

- Proper direct and cross-examination of parties and lay witnesses

4:45 - 5:00 pm Break

5:00 - 6:15 pm Breakout Session: Student Performance of the Direct and Cross-Examination of Parties and Lay Witnesses

6:15 - 6:30 pm **Day One Review and Performance Time**
We will review the day's topics to ensure the students have grasped the information and skills presented.

7:15 - 8:15 Beer & Wine Reception

8:15 - 10:00 pm Dinner Featuring Professionalism Keynote Address by Judge Susan Edlein, Fulton State Court

FRIDAY JANUARY 19

8:00 am Breakfast & Tips for Excelling as an Associate

8:30 - 10:30 am Ethical Dilemmas for the Trial Lawyer: Panel Discussion

10:30 - 10:45 am Break

10:45 am - 12 pm **Expert Witness Examinations: Faculty Demo & Discussion**

- Proper direct and cross-examination of expert witnesses

12:00 - 1:30 pm Lunch on Your Own

1:30 - 3:30 pm Breakout Session: Student Demonstration of Direct and Cross-Examination of Experts

3:30 - 3:45 pm Break

3:45 - 5:00 pm Closing Argument: Faculty Discussion

5:30 - 6:30 pm Hospitality Suite Reception

6:30 pm Dinner on Your Own

SATURDAY JANUARY 20

8:00 am Breakfast

8:30 - 10:00 am Closing Argument: Faculty Demonstration

10:00 am - 12 pm Breakout Sessions: Student Performance of Closing Argument

12:00 pm Adjourn

Students should review the mock case and course materials thoroughly in advance and come fully prepared to participate in this interactive program -- i.e., prepare before arrival as if preparing for a real case, as you will be performing each part of a trial. You can polish your drafts as the conference goes along and you acquire new skills.