



Melburne D. "Mac" McLendon

Trial & Mediation ACADEMY

**Callaway Gardens Lodge & Spa
August 7-10, 2019**

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 and Henning Mediation—two of GDLA's Platinum Sponsors. Attendees will also hear jury selection best practices and learn about structured settlements from GDLA Platinum Sponsors R&D Strategic Solutions and Ringler, respectively. Fulton State Court Judge 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 receptions, daily hot breakfasts, and all-day beverages/snacks, Thursday's lunch and reception/dinner. **Does not include hotel accommodations. Register by July 8 full registration fee refunds available for cancellations up to July 31.*

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:

\$258 + tax for single or \$350 + tax for double | THREE NIGHT MINIMUM
Hotel deadline is July 8 | Call Callaway directly at 855.841.6640

FACULTY

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

Jerry A. Buchanan, The Buchanan Firm, Columbus
Anne D. Gower, Gower Wooten & Darneille, 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. "Dick" Willis, Bowman and Brooke, Columbia, SC

PLATINUM SPONSORS

Tami Ayers, BAY Mediation & Arbitration Services
Hon. Tony Delcampo, Henning Mediation & Arbitration Services
Maithilee Pathak, R&D Strategic Solutions
Bill Wright, Ringler | Objective Settlement Advisors

TRIAL & MEDIATION ACADEMY CURRICULUM

WEDNESDAY AUGUST 7

- 6:30-8:00 pm Reception for Faculty & Students
- 8:00 pm Faculty Group Dinner / Students: Dinner on Your Own

THURSDAY AUGUST 8

- 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
 - Tami Ayers, BAY Mediation & Arbitration Services
 - Hon. Tony DelCampo, Henning Mediation Service
 - 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
Fulton State Court Judge

FRIDAY AUGUST 9

- 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 AUGUST 10

- 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 performing each part of a trial. You can polish your drafts as the conference goes along and you acquire new skills.