TIMED AGENDA

DESCRIPTION

:00	Current Trial Climate
:15	Tips for Dealing with Social Distancing Guidelines in the Courtroom
:30	New Voir Dire Bias Tips
:45	Tapping in to Shared Empathy during Voir Dire
1:00	Time Saving Tips for Voir Dire
1:15	Framing & Creating the Language of Your Case
1:30	Start of Q&A
2:00	End
Total Minutes: 90 Minutes + 30 Minutes Q&A	

Program Start Time: 9:30 am PT
Program End Time: 11:30 am PT

EDUCATIONAL MATERIALS

Mitnik, Keith. "Chapter 7: Creating the Language of your Case" *Deeper Cuts* **(2021, Trial Guides). 15 pages**

COURSE NO. 210623

"How will these changing times affect my jury?" It's the question that is on everyone's minds these days as they begin to prepare to head back to the courtroom. Between a global pandemic, a heated election, and social unrest, trial lawyers want to know what they can do to determine what biases potential jury members have, and how to effectively frame their cases accordingly.

Keith Mitink, senior trial counsel at one of the largest personal injury law firms in America and author of *Don't Eat the Bruises*, has prepared a 90-minute webinar designed to answer these questions and help get you ready to go back to trial. Mitnik has prepared specific strategies and will discuss the following issues and more:

- Trials in these trying times

- Practical tips for dealing with social distancing guidelines in the courtroom

- Brand new additions to Keith's bias busting voir dire systems

- Tapping into shared empathy

- Framing and creating the language of your case

- Getting voir dire done so the judge doesn't cut things short that actually matter

- Lessons from Keith's new book

TRIAL GUIDES

PRESENTER

KEITH MITNIK

- Senior Trial Counsel, Morgan and Morgan
- Author, *Don't Eat the Bruises: Foil Their Plans to Spoil Your Case*
- Author and Presenter, *The Power of Analogy* video
- Author and Presenter, *Winning at the Beginning: The Untapped Power of Voir Dire, Opening and Beyond* video
- J.D., Florida State University Law School, *with honors*
- B.S., Allied Legal Services, University of Central Florida, *magna cum laude*

WEBSITES

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Admissions: Florida, Tennessee, Middle District and Northern District for the United States District Courts of Florida, Federal Court of Claim – D.C., and 11th Circuit Court of Appeals.

Keith Mitnik is senior trial counsel for Morgan & Morgan, the largest personal injury law firm in America. At Morgan & Morgan, there are departments that handle every type of contingency fee plaintiff's case: general PI, medical malpractice, product liability, mass torts, commercial contingency, and so on. Keith's job is to try cases with all of these departments and, when they do not settle, to join forces at trial with the other lawyers handling them.

As a result, Keith is in trial with all kinds of cases almost every month—sometimes two or three times a month. He has a unique perspective on tactics that are currently in vogue with defense lawyers, and he has a chance to develop countermeasures. Most importantly, he has abundant opportunities to try out new strategies aimed at maximizing the likelihood of getting just results for clients. If he is not in trial, he spends much of his time working on new ideas and refining existing ones. For many years, his work has also involved teaching these methods to other plaintiffs' lawyers around the country.

Keith has averaged at least two million-dollar verdicts per year over the last ten years, and, in the last five years alone, seven eight-figure verdicts. That does not even include the long list of significant verdicts that were less than a million dollars but were far greater than the unfair amounts offered in settlement by insurance companies. Those cases that do not have catastrophic injuries are often the most difficult from which to obtain full justice, and Mitnik has successfully guided these juries to just outcomes time and time again.

TRIAL GUIDES™