

TIMED AGENDA

:00	Spoliation Letters
:20	Electronically Stored Information
:30	Preparing for Cross Examination
:45	Cross Examination Strategies
1:00	Start of Q&A
1:30	End
Total Minutes: 60 Minutes + 30 Minutes Q&A	

Program Start Time: 9:30 am PT

Program End Time: 11:00 am PT

EDUCATIONAL MATERIALS

Neff, Michael. “Chapter 2: Spoliation Letters & Spoliation Orders”

Advanced Premises Liability: A Guide Through Trial (2021, Trial Guides).

16 pages

COURSE NO. 210821

DESCRIPTION

Premises liability cases are fact-intensive and complex. Your ability to preserve and use evidence—especially when questioning witnesses—is a determinative factor in obtaining justice for your clients. In this webinar, trial attorney Michael Neff will cover two vital elements of trying and winning a premises liability case: spoliation and cross-examination.

Spoliation letters are a tool that should be in every trial lawyer’s toolbox. Neff will cover the benefits of sending your spoliation letters early, and how you can effectively use them in trial. Along with spoliation, Neff will also cover handling electronically stored information. And he will give insights into how to prepare for cross-examinations as well as cross-examination strategies you can use during deposition and trial.

Over the past several decades, Michael Neff has been consistently winning six-, seven-, and eight-figure outcomes in premises liability cases and is the author of the bestselling book *Premises Liability: A Guide to Success*. Attendees will get an advanced chapter from his new book, *Advanced Premises Liability: A Guide Through Trial*, now available on pre-order. Don’t miss this opportunity to learn from one of the best premises attorneys in the country.

PRESENTER

MICHAEL NEFF

- Principal, Law Offices of Michael Neff
- Author, *Premises Liability: A Guide to Success*, Trial Guides, 2018, pp 342
- J.D., Dickinson Law
- B.S., The George Washington University, Finance

Admissions: Georgia



Michael Lawson Neff has been practicing law since 1994. He leads his own law firm, Neff Law, with four attorneys, handling catastrophic personal injury and wrongful death cases. He and his team specialize in premises liability, trucking, and products liability cases.

Mike has been lead counsel in jury trials which total verdicts of over \$100 million, including jury verdicts of \$47M, \$35M, \$9M, and \$7M. Recently, Trial Guides published his first book, *Premises Liability: A Guide to Success*.

Mike is on the Executive Board of the Georgia Trial Lawyers where he is currently Co-Chair of GTLA's education section. He is also on the Executive Board of AAJ's Traumatic Brain Injury Litigation Group and is the Secretary of the Inadequate Security Litigation Group. He is the past chair of AAJ's Complex Regional Pain Syndrome Litigation Group.

Mike has spoken across the country and internationally on premises liability and trial tactics including Florida, Ohio, Oregon, California, Massachusetts, Nevada, Colorado, Washington D.C., Maryland, Illinois, and Montreal.