

## TIMED AGENDA

:00	How a juror's bias impacts the voir dire process
:20	How to deal with bias against lawsuits, lawyer hate, and money in voir dire
:40	How to use voir dire to source your opening statement from jurors
1:00	Q&A
1:30	End
TOTAL MINUTES: 60 MIN AND 30 MIN Q&A	

Program Start Time: 9:30 am PT

Program End Time: 11:00 am PT

### EDUCATIONAL MATERIALS

de la Motte, Sari. (2019) Chapter One: We Have a Hostage Situation: *From Hostage to Hero*, Trial Guides (18 Pages)

### TRIAL GUIDES COURSE NO. 220928

### DESCRIPTION

We all want a fair and impartial jury.

Or do we?

From criminal to personal injury, every case with a jury room involves jury bias. In this webinar, Sari de la Motte, author of [\*From Hostage to Hero\*](#), will share the unexpected ways bias affects voir dire and how a juror's bias can actually work in your favor.

Learn how to change the conversation instead of attempting to change the juror's mind.

In this 60-minute webinar, Sari de la Motte will cover:

- Why you don't want (and can't have!) a "fair and impartial" jury
- How a juror's bias impacts the voir dire process
- How to deal with bias against lawsuits, lawyer hate, and money in voir dire
- Why you need to embrace bias and make it work for you
- How to use voir dire to source your opening statement from jurors
- and more!

## PRESENTER

## SARI DE LA MOTTE

- CEO, Founder of SariDLM Inc.
- CEO, Founder of FORTE
- Author, *From Hostage to Hero*
- Trial Consultant
- M.S. Portland State University
- B.A., Pacific University

## Website:

<https://www.saridlm.com/>



Sari de la Motte (she/her) is a nationally recognized coach, speaker, and trial consultant. She has trained extensively with an internationally recognized authority in nonverbal communication and is an expert in nonverbal intelligence. She also is a Certified Co-Active Coach. Sari specializes in helping trial attorneys communicate with jurors.

A sought-after keynote speaker, Sari is often asked to headline conferences across the United States; speaking to audiences of a few dozen people to audiences of over a thousand. Her book, *From Hostage to Hero: Captivate the Jury by Setting Them Free*, was published by Trial Guides in the Fall of 2019 and is the first book to ever receive over one hundred 5-star reviews.

Sari consults with trial attorneys all over the country, assisting with trial strategy, voir dire, and opening and closing statement. She has spoken for, and works with, several members of the Inner Circle of Advocates, an invitation-only group consisting of the top 100 trial attorneys in the United States. Her articles are regularly featured in state journals and other legal publications. She provides CLEs for various state associations of justice around the country.

Because of her unique ability to help attorneys realize and communicate their real selves, she has been dubbed "The Attorney Whisperer."

Sari is regularly interviewed on TV, podcasts, and in print, and has appeared in the Atlantic, Huffington Post, The Oregonian, Willamette Week and other publications.