

## TIMED AGENDA

START - STOP	TOPIC	LENGTH
12:30 - 12:40	The Drawbacks of Over Preparation	10
12:40 - 12:50	Story Telling vs. Data Pushing	10
12:50 - 1:00	Presenting the Real Emotional Core vs. Logical Platitudes	10
1:00 - 1:20	Visual Balancing	20
1:20 - 1:30	Demonstrations	10
1:30 - 2:00	Q&A	30
<b>TOTAL MINUTES:</b> 60 MIN AND 30 MIN Q&A		

**Program Start Time:** 12:30 PM PT

**Program End Time:** 2:00 PM PT

### EDUCATIONAL MATERIALS

Koehler, Karen. (2023) *Storytelling with Lay Witnesses in a TBI Case*, paper (4 Pages)

## TRIAL GUIDES COURSE NO. 230511

### DESCRIPTION

Lay witnesses are a crucial part of the equation when it comes to putting together your trial strategy. Friends, family, neighbors, and co-workers can add context, humanity, and credibility to your client's damages story. Find a deeper emotional connection with your jury by allowing these personal connections to answer the question, "what was the plaintiff like before and how are they now."

Join Karen Koehler, past president of the WSAJ and celebrated trial attorney who has won millions for her clients, in a 60-minute presentation on effectively using lay witnesses in trial.

Karen will cover:

- The drawbacks of over-preparation
- The benefits of storytelling versus data pushing in trial
- Presenting the real emotional core versus logical platitudes
- Supporting lay witness stories with visuals
- Demonstrations

**PRESENTER****KAREN KOEHLER**

- Trial Attorney, Managing Senior Partner Stritmatter
- Seattle University, J.D., 1985
- University of Washington, B.A., 1982
- American Association for Justice (AAJ)
- Spinal Cord Injury Association of Washington: Executive Director and Founder (2010-2017)
- Washington State Association for Justice (WSAJ)
- Washington State Bar Association (WSBA)
- American Board of Trial Advocates (ABOTA)
- University of Washington School of Law: Adjunct Professor of Trial Advocacy

**Admissions:** Washington State

Karen Koehler, also known as the Velvet Hammer, is the Senior Managing Partner at Stritmatter Kessler Koehler Moore, a plaintiff trial law firm that exclusively handles catastrophic personal injury, wrongful death, and civil rights cases. She is best known for achieving the landmark \$123M verdict against Ride the Ducks in 2019. More recently, she secured a \$3.5M settlement in the Estate of Charleena Lyles v. City of Seattle civil rights case and \$3.327M verdict in the civil murder trial of Tim McNamara v Tracy Nessler.

She is the past president of the Washington State Association of Justice, past WSAJ Trial Lawyer of the Year and, the recipient of the National Melvin Belli Award in 2019.

She has lived in Seattle since the age of 4, has 3 children, 2 grandchildren and, a spaniel named Nala.

**WEBSITE**

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

**HONORS**

- *Trial Lawyer of the Year, Washington State Association for Justice (WSAJ), 2005*
- *Named as Top 10 Super Lawyer in Washington State, Super Lawyers, 2014*
- *Named as Top 100 Super Lawyer in Washington State, Super Lawyers, 2007-2018*
- *Named as Top 50 Women Washington Super Lawyers, Super Lawyers, 2003-2018*
- *Named as one of the top 500 leading Lawyers in America, Lawdragon Magazine, 2007, 2011, 2014, 2015*
- *Listed in "The Best Lawyers in America", Best Lawyers publication, 2006-present*
- *Top Trial Practice Blog, American Bar Association, 2011, 2012*
- *Rated AV, Martindale-Hubbell (highest available rating)*