



**Georgia Defense  
Lawyers Association**  
Advancing the Civil Defense Bar®

**Melburne D. "Mac" McLendon**

# **Trial & Mediation ACADEMY**

**Callaway Gardens Lodge & Spa  
January 22-24, 2015**

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 want 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 also focus on mediation strategies for the trial lawyer, as participants learn from experienced mediators at BAY Mediation and Miles Mediation, two of the GDLA's Platinum Sponsors. There is also 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**

This year, we will be using a new case study from the National Institute for Trial Advocacy (NITA). You will receive materials before the seminar with a case scenario. It is essential that you review the materials prior to attending 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**

Trial & Mediation Academy 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 and first year of DRI membership (if you've never before been a DRI member), Wednesday's welcome reception, evening hospitality suite, daily breakfasts, Thursday's lunch and reception/dinner. *\*Does not include hotel accommodations.*

**HOW TO REGISTER:** Visit the Calendar page at [www.gdla.org](http://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 meeting/AV expenses:

**\$199 + tax for single or \$274 + tax for double | THREE NIGHT MINIMUM**  
**Hotel deadline is December 30 Call Callaway directly at 1-888-312-8002**

## **FACULTY**

**Judge Eric A. Richardson**, State Court of Fulton County

**Douglas K. Burrell**, Chair, Drew Eckl & Farnham, Atlanta  
**William (Bill) T. Casey, Jr.**, Vice-chair, Hicks Casey & Foster, Marietta

**Jerry A. Buchanan**, Buchanan & Land, Columbus  
**Carrie L. Christie**, Rutherford & Christie, Atlanta  
**Philippa V. Ellis**, Owen Gleaton Egan Jones & Sweeney, Atlanta  
**Robert (Rusty) R. Gunn II**, Martin Snow, Macon

**William (Billy) D. Harrison**, Mozley Finlayson & Loggins, Atlanta  
**Matthew G. Moffett**, Gray Rust St. Amand Moffett & Brieske, Atlanta  
**Robert (Bobby) L. Shannon, Jr.**, Hall Booth Smith, Atlanta  
**Richard (Dick) H. Willis**, Bowman and Brooke, Columbia, SC

## **SPONSORS**

BAY Mediation & Arbitration Services      Miles Mediation & Arbitration Services

# TRIAL & MEDIATION ACADEMY CURRICULUM

## WEDNESDAY JANUARY 21

- 6:00 pm** Registration Opens
- 6:30-8:00 pm** Welcome Reception for Faculty & Students

## THURSDAY JANUARY 22

- 7:30 am** Registration & Continental Breakfast
- 8:00-8:30 am** Welcome, Faculty Introductions and Overview
- 8:30-10:30 am** Nuts & Bolts of Mediation: A Panel Discussion  
*John Miles, Miles Mediation*  
*Hon. Susan Forsling, BAY Mediation*
- 10:30-10:45 am** Break
- 10:45-11:45 am** Practical Work Session
- 11:45 am-1:00 pm** Working Lunch: Voir Dire/Jury Selection Strategy
- 1:00-2:30 pm** Opening Statement: Faculty Demo & Discussion  
• Important considerations in preparing and delivering an opening
- 2:30-3:30 pm** Party & Lay Witness Examinations: Faculty Demo & Discussions  
• Proper direct and cross-examination of parties and lay witnesses
- 3:30-3:45 pm** Break
- 3:45-6:00 pm** Breakout Sessions  
• Student demonstrations on the direct and cross-examination of parties and lay witnesses  
• Student performance of opening statement

GDLA Trial & Mediation Academy will be using a new case study. Please review the materials and come fully prepared to participate in this interactive program.

- 6:00-6:30 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. Students will have the chance to practice individual opening statements and direct and cross.

- 7:15-10:00 pm** Cocktail Reception & Dinner Featuring Professionalism  
Keynote Address by Judge Eric A. Richardson, Fulton State Court  
*Sponsored by BAY Mediation and Miles Mediation*

## FRIDAY JANUARY 23

- 8:00 am** Continental Breakfast
- 8:30-10:30 am** Ethical Dilemmas for the Trial Lawyer
- 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
- 1:30-4:15 pm** Breakout Sessions: Student Demonstration of Direct and Cross-Examination of Experts
- 4:15-5:00 pm** Closing Argument: Faculty Discussion
- 5:00-6:30 pm** Hospitality Suite Reception
- 6:30 pm** Dinner on Your Own

## SATURDAY JANUARY 24

- 8:00 am** Continental 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