



Winter Meeting

PREPARING FOR



LITIGATION STRATEGIES & TOOLS

FRIDAY, NOVEMBER 7, 2014 | 8:00 A.M. - 4:00 P.M.

TROY MARRIOTT | 200 W BIG BEAVER RD TROY, MI

248-680-9797

MDTC Winter Meeting

Preparing For Battle: Litigation Strategies & Tools REGISTRATION FORM

Friday, November 7, 2014

Troy Marriott
8:00 A.M. – 4:00 P.M.

Full Name: _____ Preferred First Name: _____

Company or Firm Name: _____

Address: _____

City/State/Zip: _____

Fax: _____ E-mail Address: _____

Emergency Contact/Phone Number: _____

Special Dietary Requirements: _____

CLE (If licensed in other States) Please indicate what State: _____

Registration Fees

<input type="checkbox"/> MDTC Member - \$210.00	<input type="checkbox"/> Non-Member - \$235.00
<input type="checkbox"/> Yes, sign me up for membership in MDTC	<input type="checkbox"/> No, sorry, not interested in membership at this time
<input type="checkbox"/> Group (up to three Members from your firm) - \$360.00 (each additional person over 3, \$65 each. Includes individual's one year membership)	<input type="checkbox"/> Lunch Only - \$75.00 <input type="checkbox"/> Handout Only - \$235.00
<input type="checkbox"/> New Member Special - \$285.00 (Cost of meeting and one year of membership)	
<input type="checkbox"/> Check (Payable to MDTC)	<input type="checkbox"/> Credit Card (ONLY) _____ Visa or _____ Mastercard
We do not accept American Express	

Billing address on credit card statement: _____ Zip Code _____

Card Number: _____ Exp. Date: _____ 3 Digit: _____

Amount Charged: _____ Signature: _____

*Registration fee includes program, lunch, and breaks. If you have any questions, please contact Madelyne Lawry at (517) 627-3745. Payment MUST be received on or before the date of the event. **Cancellations must be received in writing 72 hours in advance of the event for a refund – less \$20.00 administrative fee.***

Please complete this form and return to: **MDTC** • PO Box 66 • Grand Ledge, MI 48837 • Phone: 517-627-3745 • Fax: 517-627-3950

Schedule Of Events

Friday, November 7, 2014

7:30 – 8:45 A.M.

Continental Breakfast, Registration and Welcome

8:45 – 10:15 A.M.

Insurance Primer – Top Five Issues
Dealing with Insurance Policies

1. Reading the policy to analyze coverage
2. The Reservation of Rights letter
3. Indemnity and Insurance
4. Multiple insurers
5. The Declaratory Judgment Action

Hal O. Carroll, *Hal O. Carroll Esq*
Mark G. Cooper, *Jaffe Raitt Heuer & Weiss, P.C.*

10:15 – 10:40 A.M.

BREAK

10:40 – 12:00 P.M.

“The View From the Inside”: What In House Counsel Look for in Representation?

Erinn DePorre, *Senior Counsel –
Product Litigation at Chrysler*

Paul Guerre, *Corporate Counsel, Haworth Inc.*

Kathleen Lopilato, *Assistant Vice President,
Auto-Owners Insurance Company*

Donald Parshall Jr.
Senior Counsel, Nissan North America

12:00 – 1:15 P.M.

Lunch with presentations from 2014 Respected Advocate Award Recipients and the Judicial Award Recipient

MDTC Recipient: Thomas R. Behm,
Gruel Mills Nims & Pylman, PLLC
MAJ Recipient: John McSorley, *Garan Lucow Miller, P.C.*

MDTC/MAJ Respected Advocate Award:
Every year, MDTC and MAJ each present a “Respected Advocate Award.” The MDTC annually gives the award to a member of the plaintiff’s bar for the purpose of recognizing and honoring the individual’s history of successful representation of clients and adherence to the highest standards of ethics. The MAJ does the same annually for a defense practitioner. In so doing, we promote mutual respect and civility.

Third Annual Judicial Award Recipient:
Judge Joseph G. Scoville
This award commends judges for their service to and on behalf of

the civil bar, the legal profession, and the public. It was established to recognize judges who have demonstrated the highest standards of judicial excellence in the pursuit of justice, while exemplifying courtesy, integrity, wisdom, and impartiality. It is awarded to judges who best exemplify that which brings honor, esteem, and respect to the practice of law.

1:15 – 3:15 P.M.

Caging Reptile Lawyers

Matthew G. Moffett, *Gray, Rust, St. Amand, Moffett & Brieske, LLP Atlanta, GA*

According to David Ball and Don Keenan, the tactics and strategies set out in their book -"Reptile: The 2009 Manual of The Plaintiff's Revolution" - have resulted in verdicts across the country totaling over \$5.9 billion. Several prominent lawyers on the plaintiffs' side have cited this book as the new bible of successful advocacy. Defense lawyers would do well to become familiar with the concepts, now being taught in trial advocacy courses and at CLEs throughout the country. As one senior VP of an insurer put it:

We’ve seen Reptile several times.
Better know what it is.
Better hire lawyers that know what it is.
Better develop strategies on how to confront it.
If you don't do any of the above; better have resume updated.

Judges Panel –Reptile Tactics - Impacts on Court

Judge Shalina Kumar
6th Circuit Court, Oakland County
Judge James Jamo
30th Circuit Court, Ingham County
Judge Mark S. Switalski
16th Circuit Court, Macomb County
Judge Edward Ewell, Jr.
3rd Circuit Court, Wayne County

3:15 – 3:30 P.M.

BREAK

3:30 – 4:30 P.M.

Expert Cross Examination Demonstration-
Negligence/Misconduct Case General principals

John Eads, *Wilson Elser Moskowitz Edelman & Dicker LLP*
Ven R. Johnson, *Johnson Law*