

Deposition Techniques

Strategies • Tactics • Techniques

featuring

David B. Markowitz

Whether you're facing your first or 500th deposition, you'll come away more confident, with new techniques and skills you'll want to try right away!

"Brilliant, thorough, prepared, articulate—and practical! David Markowitz is incredible!"

"I've seen him three times and I learn something new each time!"

"It's like being with a mentor all day."

Friday, December 5, 2014

Ambridge Event Center
1333 NE Martin Luther King Jr. Blvd.
Portland, Oregon

6 General or Practical Skills MCLE Credits

Schedule

8:30 a.m. CHECK-IN AND CONTINENTAL BREAKFAST

9:00–12:00 MORNING SESSION

There will be a 15-minute break during the morning session.

Deposition Goals—Ten Important Goals to Accomplish

- Determining goals and objectives
- Accomplishing desired results
- Avoiding undesired results

How to Ask Questions Effectively

- Correct question structure
- Dealing with evasive and incomplete answers

What to Ask

- Formulating tough and thorough questions
- Asking the most important questions
- Big questions—if, how, and when to ask them
- Techniques the best lawyers use

Questions & Answers

12:00–1:15 LUNCH (on your own)

1:15–4:15 AFTERNOON SESSION

There will be a 15-minute break during the afternoon session.

Dealing with the Problem Witness

- The lying witness
- The witness who “doesn’t remember”

When to Stop Asking Questions

Getting it All— Deposition Thoroughness

Style and Demeanor

Defending Depositions

- Goals
- Pre-deposition meetings with witnesses
- Teaching your client how to be a terrific deposition witness
- Protecting your client during deposition—including proper objections

4:15 p.m. ADJOURN

About the Speaker

Dave Markowitz is considered to be among the best trial lawyers in the Northwest. His commanding presence and keen instincts have made him a courtroom icon. He is a partner in the law firm of Markowitz Herbold PC, where he focuses on commercial litigation, including contract, tort, and statutory claims, trust litigation,



professional malpractice, and real estate disputes. Dave is recognized in *The Best Lawyers in America* for “bet-the-company litigation,” is a fellow of the American College of Trial Lawyers, is a member of the prestigious International Academy of Trial Lawyers, and is recognized by *Chambers USA* as one of the top commercial litigators in the U.S.

He was recognized by *Super Lawyers* Magazine as the top Oregon litigator for 2014 and was honored by the *Daily Journal of Commerce* for “Leadership in Law” 2011.

In addition to his active trial schedule, Dave is a popular, nationally sought-after speaker. He has been cataloging his observations of deposition techniques and strategies for more than 30 years—and he’s ready to share his experience with you!

Steven J. Spear, of Spear Litigation Technology, will be assisting Mr. Markowitz with the technology of the seminar throughout the day.

At this one-day seminar you'll learn:

- How to set deposition goals and accomplish them using good questioning strategies
- How to control the deposition
- How to structure and formulate questions effectively
- How to ask the "big" question
- How to listen effectively
- How to know when to stop talking
- How to teach your client to be a terrific deposition witness
- How to handle objections and instructions not to answer
- How to deal with difficult attorneys
- How to deal with the lying witness and the witness who doesn't remember

Develop and Improve Your Skills in Taking and Defending Depositions

For more than 30 years David Markowitz has been studying deposition and trial techniques and has presented dozens of seminars to improve the skills of practicing attorneys. He has a keen ability to communicate and persuade, and he will demonstrate powerful, practical methods for getting the most out of your depositions.

And he's back with this popular presentation that is clear, well-organized, and packed with information—and entertaining while informative!

LIVE PRESENTATION
Portland – December 5, 2014
Ambridge Event Center
1333 NE MLK Jr. Blvd.

MCLE CREDIT
Deposition Techniques will receive **6**
General or Practical Skills MCLE Credits.

PROGRAM PRODUCTS
Even if you cannot attend, you can still get the program on CDs or DVDs. Use the order form in this brochure to order your set today! OLI Annual Passholders may purchase OLI program products at 50% off the full retail price.

QUESTIONS?

Please call OLI at (503) 768-6580 in Portland or toll-free in Oregon at (800) 222-8213, e-mail us at oli@lclark.edu, or visit our website at <http://go.lclark.edu/oli>.

Follow us on Twitter: @OregonCLE

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Name	OSB No. or Profession
Firm/Organization	
Street Address	City/State/Zip
Phone	E-Mail

Please "✓" appropriate box:

TUITION

Registration includes electronic course materials. Printed materials are available for an additional \$15.00. (A link to a PDF of the materials will be emailed prior to the seminar date.)

Early registration (received by December 1, 2014)

- ☐ \$189 Early registration
- ☐ \$139 New attorneys (admitted 2012–2014), paralegals, and legal staff
- ☐ \$95 Legal aid attorneys
- ☐ \$15 OLI Passholder (Pass No. _____), Oregon judges and their lawyer staff
- ☐ \$15 Attorneys attending with their Mentor from an approved Bar Mentor Program (call OLI or go to <http://go.lclark.edu/oli> for details). Mentor's name: _____
- ☐ \$15 Print materials
- ☐ \$20 **Add to above tuition if registration received after December 1, 2014**

LIVE WEBCAST REGISTRATION

Can't attend in person? OLI offers a simultaneous live webcast option allowing you to "attend" the program from the convenience of your office. This program will be broadcast LIVE online on Friday, December 5, 2014, starting at **9:00 a.m.** Pacific Time. You may access this event from anywhere with an established internet connection. The webcast will include video and audio of the speakers and seminar handout materials. To register for the live webcast, please [click here](#) or go to our website at <http://go.lclark.edu/oli> and click on "Webcasts."

DVDs, CDs, AND COURSE BOOKS *I am unable to attend. Please send me:*

- ☐ \$209 Audio CDs and print course book
- ☐ \$309 DVDs and print course book
- ☐ \$59 Print course book only
- ☐ Deduct 50% from product order if you are an OLI Passholder (OLI Pass No. _____)
- ☐ **\$9.00 Note: Add \$9.00 shipping & handling fee to above product orders.**

ENCLOSED IS \$ _____ BY:

- ☐ Check payable to Oregon Law Institute (OLI)
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Return this form with payment to:
OLI Registrar
Lewis & Clark Law School
10015 SW Terwilliger Blvd.
Portland, OR 97219

...or fax (503-768-6585) or e-mail
(oli@lclark.edu) this registration form to
OLI, including credit card information.

CONFIRMATION: Confirmation will be sent via e-mail.

CANCELLATION POLICY: Tuition minus a \$20 handling charge will be refunded if the cancellation request is written and received by Monday, December 1, 2014.

NEED ASSISTANCE: If you are a person with a disability, please let OLI know in time to make any necessary accommodations for you.

TUITION ASSISTANCE: A limited number of scholarships are available based on financial need. Contact OLI.