

Trial Skills Retreat Opening and Closing Arguments

March 4 – 7, 2012 • Four Seasons Jackson Hole, WY

Intense Learning
Extensive Participation
Extreme Skiing

360
ADVOCACY
INSTITUTE

Trial Skills Retreat Opening and Closing Arguments

March 4 – 7 • Four Seasons Jackson Hole, WY

Schedule

Sunday, March 4

Lunch Included

12 noon to 6:00 p.m.

Communicating the Client's Story during the Opening and Closing Arguments — An Interactive Approach to Understanding the Soul of the Each Case and Making the Jury Understand the Client's Story

Joseph Low IV, Long Beach, CA

Milton Grimes, Los Angeles, CA

Kent Spence, Jackson, WY

Vance Countryman, Lander, WY

Monday, March 5

Breakfast Included

7:00a.m. to 10:00 a.m.

Developing the "Best" Opening and Closing Arguments — Four Premier Trial Lawyers Explain the Theory, Process and Methodology They Use to Create Winning Arguments

John Gomez, San Diego, CA

Milton Grimes, Los Angeles, CA

Robert Mongeluzzi, Philadelphia, PA

John Romano, West Palm Beach, FL

4:00 p.m. to 6:30 p.m.

Where the Rubber Meets the Road — The Four Trial Lawyers from the Morning Session will Each Present a Closing Argument (all using the same fact pattern) to the Attendees and a Focus Group Organized by Trial Consultant Harvey Moore

John Gomez, San Diego, CA

Milton Grimes, Los Angeles, CA

Robert Mongeluzzi, Philadelphia, PA

John Romano, West Palm Beach, FL

Harvey Moore, Tampa, FL



Tuesday, March 6
Breakfast Included
7:00a.m. to 10:00 a.m.

The Lanier Method of Communication in Opening and Closing Arguments — Taking Madison Avenue to the Courtroom. Understanding the Demographics of the Jury and How it Can Give You Insight into Arguing Your Case.

W. Mark Lanier, Houston, TX

4:00 p.m. to 6:30 p.m.

The Focus Group Speaks — Analysis from the Focus Group Will Be Presented by Trial Consultant Harvey Moore and Discussed with the Attendees for Their Observations to be Determined. The Good, the Bad and Even Possibly the Ugly.

Harvey Moore, Tampa, FL
Mark DiCello, Mentor, OH

Wednesday, March 7
Breakfast Included
7:00a.m. to 10:00 a.m.

Applying What You Have Learned — Attendees Present an Opening or Closing Arguments from their Own Cases with Critique from the Retreat Faculty

Retreat Faculty

Retreat Faculty

▲ **Vance Countryman**, Lander, WY has been a part of numerous multi-million dollar cases in Wyoming in the areas of medical malpractice, truck litigation and construction site injuries. In addition, he has pursued civil rights claims against nursing homes that allowed the continued employment of persons identified as having assaulted clients. Mr. Countryman has attended Gerry Spence's Trial Lawyer College.

▲ **Mark A. DiCello**, The DiCello Firm, Mentor, OH, has served as lead and co-lead trial and liaison counsel in many complex civil matters resulting in large plaintiff verdicts and settlements in both state and federal court. He currently represents victims of defective medical devices involving defective DePuy ASRTM Hips, failed and defective trans-vaginal mesh and other implantable medical products as well as defective drugs including Propecia® and Actos®. Mr. DiCello is a former assistant prosecuting attorney who prosecuted felony jury trials before entering the civil practice. Mr. DiCello is also a proud graduate of the prestigious Gerry Spence Trial Lawyers College.

▲ **Kent W. Spence**, The Spence Law Firm, Jackson, WY, has successfully taken on big corporations and local, state, and federal governments in civil rights, personal injury, wrongful death, industrial accident, oil field accident, trucking accident, and other cases. Past President of the Wyoming Trial Lawyers Association and permanent board member, Mr. Spence recently obtained a \$3 million verdict in a civil rights wrongful death case against the police in Texas.

John H. Gomez, The Gomez Law Firm, San Diego, CA, was named the Consumer Attorney of San Diego's "2006 Trial Lawyer of the Year" for million and multi-million awards he obtained that year,



including a \$106 million wrongful death verdict. His cases have been featured in the *Wall Street Journal* and *Consumer Reports*.

Milton C. Grimes, Law Offices of Milton C Grimes, Los Angeles, CA, has successfully tried several high profile cases, including the the Rodney King v. The City of Los Angeles civil rights/police brutality lawsuit, the "Postpartum Psychosis Case" of Sheryl Massip and the death of her infant child, and the "Limousine Rapist Case" involving Beverly Hills millionaire John Gordon Jones who was accused of 29 counts of rape against nine women. Mr. Grimes has tried more than 350 jury trials, including more than 50 murder trials and 8 death penalty cases.

W. Mark Lanier, founder of The Lanier Law Firm in Houston, TX, serves as the firm's lead litigation counsel. Certified as a personal injury trial specialist by the Texas Board of Legal Specialization, Mr. Lanier was named by The National Law Journal in 2010 as one of the Most Influential Attorneys of the Decade. He earned a stunning verdict in the nation's first VIOXX trial.

Joseph Low IV, Law Office of Joseph H. Low IV, Long Beach, CA, has received several national awards for his excellence in the courtroom including the American Board of Trial Attorneys, Order of the Barristers, and the American College of Trial Lawyers. Mr. Low, a graduate of Gerry Spence's Trial Lawyers College, remains with the college as an instructor and can be found teaching Mr. Spence's techniques all over the country.

Robert J. Mongeluzzi, Saltz Mongeluzzi Barrett & Bendesky, Philadelphia, PA, is the most respected and successful construction accident attorney in the United States. He was co-lead counsel for the largest recovery of a construction accident case in American history. Mr. Mongeluzzi also focuses on cases involving catastrophic injury and death stemming from electrical accidents, crane accidents, aerial lift accidents, brain injuries, burn injuries, product liability and sports and recreational accidents and has secured at least a million dollars in more than 200 cases. Mr. Mongeluzzi has consistently ranked second out of 48,000 Pennsylvania lawyers in Philadelphia magazine's peer-selected *Super Lawyers of Pennsylvania* publication.

Harvey Moore, Ph.D., founder of Trial Practices, Inc., Tampa, FL, is the past Director of the University of South Florida Human Resources Institute and former Deputy Director for Research at the Florida Mental Health Institute. With a Ph.D. in Sociology from Case Western Reserve University, Dr. Moore uses field work, focus groups, jury simulations, witness preparation, mock trials and courtroom observation to analyze the litigation issues and advise on every facet of case development.

John F. Romano, Romano Law Group, West Palm Beach, Florida, is a former President of both the Florida Justice Association and the Southern Trial Lawyers Association. Mr. Romano is a Fellow of the International Academy of Trial Lawyers. He is board certified by both the Florida Bar and the National Board of Trial Advocacy as a civil trial advocate. Mr. Romano is the recipient of the Al J. Cone Lifetime Achievement Award presented to him in 2005 by the Academy of Florida Trial Lawyers.



The Trial Skills Retreat - The Four Seasons Jackson Hole, Wyoming

The Four Seasons Resort Jackson Hole — Enjoy Four Seasons luxury with ski-in/ski-out access in Wyoming's spectacular Teton Mountains. Breathe in the fresh alpine air. Marvel at a sky full of stars. And savour exquisite dining wrapped in panoramic mountain views. The Resort also boasts a full-service spa inspired by the serenity of the tranquil streams and expansive valleys of the mountain wilderness. The Alpine Spa provides a comprehensive range of massages and spa treatments to promote relaxation, invigorating and renewal. "In winter, the ski-in/ski-out Four Seasons Resort Jackson Hole is arguably the top slopeside hotel in the nation." *Elite Traveler*, April 28, 2009.

Conference Room Rates — 360 Advocacy Institute has secured a limited block of rooms on a first-come, first-serve basis at the group rate of \$395 single/double room per night. Our room block will be held until February 12, 2012 or until the room block is sold out. After the room block is filled, rooms will be on a space and rate available basis only. For reservations call 1.307.732.5000 and ask for the 360 Advocacy Institute Block to receive the group rate.


CLE • Trial Skills Retreat — A uniform application for accreditation for continuing legal education credit (approximately 19.75 general credit hours for 60 minute states and approximately 23.7 general credit hours for 50 minute states) has been submitted to all mandatory CLE states. Number of credits awarded will vary based on state regulations. Please bring your license and/or bar information with you to the program.

360 Advocacy is offering a 3.0 hour Ethics Webinar online. Access to the Webinar and the CLE Credits will be available to all registrants of the Trial Skills Retreat following the conference.

Conference Guarantee

We take our pledge of excellence seriously. If the Conference does not live up to your expectations, we will refund your registration fee. Because the faculty will use real cases from their own files and share information only available at the Conference, you will be agreeing to the confidentiality of the program when you have been accepted into the program. The Conference is open to plaintiff personal injury attorneys only and anyone who represents personal injury defendants and/or insurance companies is ineligible to attend.

The confidential nature of 360 Advocacy programs does not allow for audio or video recording, and the written materials are only available to attendees.



"This is undoubtedly
the best CLE
I have ever attended."

- Karl Profil, Shulman Rogers, Potomac, MD



Register Now!

I and my firm represent only plaintiffs in personal injury litigation and do not represent any insurance companies in any type of litigation. _____ (*Initials Required*)

- ☐ \$ 1295 per person if registered by February 5th
- ☐ \$ 1495 per person after February 5th
- ☐ \$ 1195 per person for the second+ person from the same firm.

Name _____

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Payment: ☐ Check enclosed ☐ Credit Card

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(MC/Visa/Discover - last 3 digits on signature panel on back; Am. Express - 4 digits above account number)

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