

POZNER ON CROSS: ADVANCED TECHNIQUES USING THE CHAPTER METHOD®

PROGRAM DETAILS

Monday, October 14, 2019
8:30 a.m. – 4:30 p.m.

Location: Miami Dade College, Wolfson Campus,
Chapman Conference Center, Building 3
254 N.E. 4 St., Room 3210
Miami, FL 33132

Parking: Building 7 parking Garage,
500 N.E. 2nd Ave., Miami, FL 33132

Florida CLE: approval has been requested

Full-time state-employed Assistant Public Defenders
and Assistant Regional Counsel Registration Fee:
\$79

Register with your public defender or regional
counsel office, which will then send list of registrants
to RSVP@pdmiami.com

Other participant registration fee: \$129

Register at:

<https://fundforjustice.org/registration-pozner-miami>

ABOUT THE PROGRAM



For more than 25 years Larry Pozner has been America's recognized authority on advanced cross examination skills. Larry's highly entertaining and innovative program advocates the use of modern cross techniques as the primary method to present one's case, whether as a plaintiff or a defendant. Incorporating advances in

neuroscience, consumer economics, and education, the seminar shows how to gain and hold the attention and the eventual decision of jurors and judges. His book, *Cross Examination: Science and Techniques* (by Pozner and Dodd, Lexis, 3d edition) changed America's view of the purposes and methods of modern cross and continues to be America's bestselling book on cross. Larry's programs on cross have taken him to 48 states, across Canada, and inexplicably, to Brazil. He is a former Colorado public defender and past-president of the National Association of Criminal Defense Lawyers. Larry has long been recognized in Best Lawyers in America in Criminal Law—both white collar and non-white collar, and civil "bet the company" litigation. He represents both plaintiffs and defendants in commercial cases and has represented the Denver Broncos football franchise for many years.

PROGRAM AGENDA

8:15 – 8:45 am	Register
8:45 – 9:00 am	Welcome Carlos J. Martinez, Miami-Dade Public Defender
9:00 – 10:30 am	PART I: Four principles of advanced cross-examination * Using opponent's witnesses to tell our story *The chaptalization of our cross examinations *Making cross our guide to opening and closing *Creating witness anxiety to compel honesty
10:30 – 10:45 am	Coffee break
10:45 – 11:00 am	Questions/discussion
11:00 – 12:00 pm	PART II: The Only 3 Rules of Cross Rule 1. Using the power of leading questions *Forming questions to achieve control *Training witnesses to say yes *Enabling immediate understand of our points Rule 2. Controlling witnesses to block evasions *The science of sentence construction *Putting facts into persuasive order *Painting pictures that channel deliberations
12:00 – 1:00 pm	Lunch (on your own)
1:00 – 1:45 pm	Rule 3. Constructing logic-based stories *Creating memorable narratives *Focusing the judge and jury on our theory *Using logic to drive our desired inferences
1:45 – 2:30 pm	PART III: The Chapter Method of cross-examination *Breaking cases into understandable parts *Recognizing events valuable for cross-examination *Maximizing the value of good facts
2:30 – 2:45 pm	Coffee break
2:45 – 3:00 pm	Questions/discussion
3:00 – 4:00 pm	PART IV: Page preparation of cross-examination *7 sample page layouts *Scripting our cross by chapter *Preparing for instant impeachment
4:00 – 4:30 pm	PART V: Deposing Toward Reasonable Doubt *Documents before depositions *Taking a trial quality deposition *Exposing reasonable doubt



Sponsored by the National Association for Public Defense, an organization of 20,000+ public defenders, assigned counsel and public defense professionals that shares training and other resources to improve the representation of clients. Hosted by The Law Offices of the Public Defender, 11th Judicial Circuit, Miami, FL

