

## NEWFOUNDLAND & LABRADOR CONTINUING LEGAL EDUCATION

P.O. Box 1028, St. John's, Newfoundland & Labrador, A1C 5M3

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### ***Trial from A to Z: Opening Statements, Exhibits and Closing Statements***



**A Workshop presented by  
The Advocates' Society, Toronto, ON**

**Monday, October 30, 2017 from 9:30 am – 4:00 pm  
Atlantic Place Conference Centre, 6<sup>th</sup> Floor, Atlantic Place, St. John's, NL**

**Who Should Attend:** All lawyers whose practice involves civil or criminal litigation and advocacy before courts or administrative tribunals.

**When:** Monday, October 30, 2017, from 9:30 am – 4:00 pm. Registration from 9:00 am, workshop begins at 9:30 am.

**Where:** Atlantic Place Conference Centre, 6<sup>th</sup> Floor, Atlantic Place, St. John's, NL.

#### **Trial from A to Z: Opening Statements, Exhibits and Closing Arguments**

- Opening and closing statements are the first and final impression of your case, and exhibits make your case come alive.
- Using interactive faculty presentations and individual role-play exercises, this full-day program will explore the importance of opening statements, closing arguments and the introduction of exhibits.
- Faculty will discuss the key elements, strategies and techniques involved in preparing and executing effective opening statements and closing arguments, and will review the technical steps for the proper introduction of exhibits.
- In the hands-on skills workshop portion of the program, participants will have the opportunity to test and refine their opening, closing and exhibit skills using a “real-life” case file in a safe, supportive learning environment.
- Participants will also receive individualized feedback and practical tips and suggestions from faculty.

## About the Instructors

This workshop will be delivered by lawyers from The Advocates' Society, an organization whose objective is to improve the quality of advocacy by delivering comprehensive advocacy skills training programs, developed by lawyers for lawyers. The Advocates' Society has worked with thousands of lawyers, improving their skills of persuasion and presentation as advocates. The instructors leading the workshop are experienced litigators who have received special training in the teaching of advocacy skills to lawyers.

## How is the workshop delivered?

The workshop offers a valuable "learn-by-doing" method of instruction, which incorporates low registrant/instructor ratios. Registrants will participate in practice exercises using hypothetical case scenarios, and will receive practical, individualized feedback from the instructors regarding their participation in the exercises. This skills instruction program was developed by The Advocates' Society.

***PLEASE NOTE:***

**Due to the highly participatory nature of this course, and the low registrant/instructor ratio used for instruction, enrolment is limited. Please register early to ensure participation.**

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### Four ways to Register - Registration deadline is Friday, October 27, 2017

**By Mail:**

NL Continuing Legal Education  
P.O. Box 1028  
St. John's, NL A1C 5M3

**By Fax or Telephone**

(709) 722-8902 Fax  
(709) 758-0817 Tel

**By E-mail:**

cle@lawsociety.nf.ca

**Please note that payment must precede attendance.**

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### Registration Form – *Please Note: Registration is Limited*

Please register me for the "*Opening Statements, Exhibits and Closing Statements*" seminar scheduled for **Monday, October 30, 2017** at 9:30 am – 4:00 pm at **Atlantic Place Conference Centre, 6<sup>th</sup> Floor**, Atlantic Place, St. John's, NL.

Name: \_\_\_\_\_

Firm/Telephone: \_\_\_\_\_

**Early Registration Discount: If you register by 5:00 pm Tuesday, October 17, 2017**  
\$ 147.83 + 22.17 HST = \$ 170.00

**Registration Fee: If you register after 5:00 pm Tuesday, October 17, 2017**  
\$ 173.91 + 26.09 HST = \$ 200.00

*(Registration Fee includes seminar, materials, and light refreshments)*  
HST # R108086463

*N.B. Subject to the Mandatory Continuing Legal Education Requirements, this seminar would constitute 5.5 hours of eligible CLE activities.*

***Newfoundland & Labrador CLE ... lifelong legal learning***