



STATE BAR OF WISCONSIN

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*Co-produced with the Wisconsin  
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of Trial Advocates (ABOTA)*

----- CLE SEMINAR -----

# 29th Annual Institute of Trial Practice

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**LIVE** SEMINAR: Thursday, November 8, 2018 | Waukesha  
WEBCAST: Thursday, November 8, 2018

**REPLAY** WEBCAST: Wednesday, November 21, 2018  
WEBCAST: Tuesday, November 27, 2018  
WEBCAST: Friday, December 7, 2018  
WEBCAST: Monday, December 10, 2018  
WEBCAST: Saturday, December 15, 2018

CLE CREDITS

10



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**10 CLE**

## Watch a real-life courtroom drama

Experience is a great teacher, but how do you get trial experience with fewer cases going to trial? Simple – you attend the 29th Annual Institute of Trial Practice, where the courtroom comes to you.

Watch and learn from fifteen veteran trial attorneys as they argue a case before presiding judge Hon. Craig Day of the Grant County Circuit Court, Wisconsin ABOTA's Trial Judge of the Year. Plus, you will observe the jury deliberate and decide the outcome.

## Trial tactics

At the *Institute*, you won't just watch a trial from the sidelines. You'll hear directly from the lawyers, jury members, and judge as they explain their actions at every step. Go behind the scenes to:

- See the tactics each attorney uses during opening, witness examination, and closing
- Listen as the attorneys reveal the rationale behind their choices
- Observe how the judge handles the proceedings
- Discover how and why the jury reached its decision

Trial practice is an art. So who better to learn from than the artists of ABOTA? Save your seat at this popular trial demonstration by **registering today!**

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visit [www.wisbar.org/ondemand](http://www.wisbar.org/ondemand)

## Case Synopsis

A 72-year-old female walking her dog against traffic on a rural blacktop road with no center or edge lines and a narrow shoulder was struck by a pickup truck and severely injured. The 81-year-old male driver is blind in his right eye but had no driving restrictions. He claims he was driving below the speed limit because the afternoon sun obscured his vision, resulting in him not seeing the pedestrian. There were no eyewitnesses.

The two parties are disputing whether the pedestrian was on the paved roadway vs. the shoulder when she saw the car approach. The jury will be asked to assign liability.

## Program Schedule

<b>7:30 AM</b>	<b>Registration</b>	<b>12:00 PM</b>	<b>Panel Discussion</b>
<b>8:00 AM</b>	<b>Introductory Remarks by President of ABOTA</b> <i>Ralph J. Tease, Jr.</i>	<b>12:15 PM</b>	<b>Lunch (on your own)</b>
<b>8:05 AM</b>	<b>Seat Jury/Remarks from Judge</b> <i>Hon. Craig R. Day</i>	<b>1:15 PM</b>	<b>Direct Examination of Defendant</b> <i>Direct Exam: Peter J. Hickey</i> <i>Cross Exam: Michael W. Gill</i>
<b>8:10 AM</b>	<b>Opening Statements</b> <i>Plaintiff: Robert L. Jaskulski</i> <i>Defense: Philip C. Reid</i>	<b>2:15 PM</b>	<b>Direct Examination of Scalia Safety Engineering</b> <i>Direct Exam: James R. Clark</i> <i>Cross Exam: Avram D. Berk</i>
<b>8:40 AM</b>	<b>Direct Examination of Plaintiff</b> <i>Direct Exam: Cynthia M. Mack</i> <i>Cross Exam: Janet E. Cain</i>	<b>3:15 PM</b>	<b>Panel Discussion</b>
<b>9:30 AM</b>	<b>Panel Discussion</b>	<b>3:30 PM</b>	<b>Break</b>
<b>9:45 AM</b>	<b>Break</b>	<b>3:45 PM</b>	<b>Closing Arguments</b> <i>Plaintiff: Lynn R. Laufenberg</i> <i>Defense: Ward I. Richter</i>
<b>10:00 AM</b>	<b>Direct Examination of Husband</b> <i>Direct Exam: D. J. Weis</i> <i>Cross Exam: James R. Clark</i>	<b>4:25 PM</b>	<b>Panel Discussion</b>
<b>10:20 AM</b>	<b>Direct Examination of Witness</b> <i>Direct Exam: D. J. Weis</i> <i>Cross Exam: Mark T. Budzinski</i>	<b>4:35 PM</b>	<b>Jury Deliberation</b>
<b>10:40 AM</b>	<b>Direct Examination of Deputy</b> <i>Direct Exam: Robert L. Jaskulski</i> <i>Cross Exam: Philip C. Reid</i>	<b>5:40 PM</b>	<b>Verdict/Panel Discussion/Questions to Jury</b>
<b>11:00 AM</b>	<b>Direct Examination of Skogen Engineering Group</b> <i>Direct Exam: Steven T. Botzau</i> <i>Cross Exam: Michael L. Johnson</i>	<b>5:55 PM</b>	<b>Program Concludes</b>

*Following program start time, actual  
webcast replay schedule will vary  
slightly from above listed times.*

## Faculty

### Program Directors

**Mark E. Larson**

Gutglass, Erickson, Bonville & Larson,  
S.C., Milwaukee

**Steven L. Nelson**

von Briesen & Roper, S.C.,  
Milwaukee

### Moderator

**Marie A. Stanton**

Madison

### Presiding Judge

**Hon. Craig R. Day**

Grant County Circuit Court,  
Lancaster

### For the Plaintiff

**Robert L. Jaskulski – Team Captain**

Habush Habush & Rottier, S.C.,  
Milwaukee

**Avram D. Berk**

Peterson, Berk & Cross, S.C.,  
Appleton

**Steven T. Botzau**

Habush Habush & Rottier, S.C.,  
Racine

**Michael W. Gill**

Hale, Skemp, Hanson, Skemp & Sleik,  
La Crosse

**Lynn R. Laufenberg**

Gingras, Cates & Wachs,  
Waukesha

**Cynthia M. Mack**

Lichtsinn & Haensel, S.C.,  
Milwaukee

**D. J. Weis**

Habush Habush & Rottier, S.C.,  
Rhineland

### For the Defense

**Philip C. Reid – Team Captain**

von Briesen & Roper, S.C., Milwaukee

**Mark T. Budzinski**

Corneille Law Group LLC, Green Bay

**Janet E. Cain**

von Briesen & Roper, S.C., Milwaukee

**James R. Clark**

Foley & Lardner LLP, Milwaukee

**Peter J. Hickey**

Everson, Whitney, Everson & Brehm,  
S.C., Green Bay

**Michael L. Johnson**

Otjen, Gendelman, Zitzer, Johnson  
& Weir S.C., Waukesha

**Ward I. Richter**

Bell Moore & Richter, S.C., Madison

### Panelists

**Merrick R. Domnitz**

Domnitz & Domnitz, S.C., Milwaukee

**Lori Gendelman**

Otjen, Gendelman, Zitzer, Johnson  
& Weir, S.C., Waukesha

**Robert J. Lauer**

Kasdorf, Lewis & Swietlik S.C.,  
Milwaukee

**James A. Pitts**

Schoone, Leuck, Kelley, Pitts & Pitts,  
S.C., Racine

### Expert Witnesses

**Paul T. Erdtmann, BSEE, MSME, PE**

Skogen Engineering Group, Inc.,  
Madison

**Gregory C. Anderson, PE**

Scalia Safety Engineering, Madison

## Location

### Live Seminar

**Waukesha, Carroll University –  
Campus Center**

100 N. East Avenue, (262) 524-7353

**Free Parking Available**

## Credits

This program has been submitted to the Wisconsin Board of Bar Examiners for up to **10 CLE credits**. It does not qualify for EPR credits.

The live seminar and live webcast on November 8, 2018 will also be submitted for Minnesota credit.

## Registration

**Online:** [www.wisbar.org/seminars](http://www.wisbar.org/seminars) » credit card or Ultimate Pass only

**Phone:** **(800) 728-7788** » credit card or Ultimate Pass only

**Fax:** **(608) 257-5502** » credit card or Ultimate Pass only

**Mail:** **State Bar PINNACLE Registrations**  
**P.O. Box 7158, Madison, WI 53707-7158**  
*check, credit card, Passbook, or Ultimate Pass*

**STATE BAR CLE/PINNACLE PASSBOOK REGISTRATIONS:**

Passbook Certificates must be received by the State Bar at least one business day prior to the event. For live seminars, walk-in registrations with Passbook Certificates are welcome.

**REGISTRATION CANCELLATIONS:**

Please visit [www.wisbar.org/cancellation\\_policy](http://www.wisbar.org/cancellation_policy) for information on PINNACLE registration cancellation policies.

## Course Materials

Course materials are provided in PDF format and are downloadable from *myStateBar* on [wisbar.org](http://wisbar.org) up to four days prior to and 90 days after your seminar. The PDF format is ideal for creating an electronic library that is easily stored, searched, and shared. PDFs allow you to search multiple files at once, copy and paste desired paragraphs, or send the entire PDF to a colleague without leaving your desk.

Use Adobe Reader, GoodReader for iPad, or another free downloadable program to access the files from your computer, tablet, or mobile device during the seminar to make notes electronically, or print relevant sections ahead of time.

For those who prefer their materials in printed format, please select the tuition option that includes printed materials for an additional \$20. You will also have access to the PDFs to get the benefit of both options.

## Who Should Attend

- Civil & criminal litigators
- Insurance law practitioners
- Personal injury lawyers
- Any attorney seeking trial experience
- Torts attorneys

## How You'll Benefit

- Learn trial skills in a unique demonstration setting
- Observe the trial of a challenging automobile vs. pedestrian case with unknown liability
- Discover techniques for effective openings, closings, and direct and cross examinations
- Hear reasoning from plaintiff and defense attorneys about their approaches and strategies
- Watch a jury deliberate and reach a decision

## Additional Learning Opportunities

### Pretrial Techniques

Receive an overview of three common pretrial motions from plaintiff and defense perspectives. Understand the motion to compel, summary judgment motion, and *Daubert* motion. Plus, witness experienced litigators argue these motions and explain their strategies. **4 CLE**

Live Milwaukee Seminar & Live Webcast: Sept. 20, 2018

Webcast Replays: Oct. 1, 2018 | Oct. 9, 2018 | Oct. 17, 2018 | Oct. 22, 2018 | Nov. 6, 2018  
Nov. 16, 2018 | Dec. 17, 2018

### Save the Date: Car Crash Symposium 2019

Fill your tank with gallons of practical explanations and effective tactics for a variety of auto accident case challenges. **8 CLE/1 EPR**

Live Milwaukee Seminar & Live Webcast: Jan. 18, 2019

Webcast Replays: Jan. 29, 2019 | Feb. 6, 2019 | Feb. 11, 2019 | Feb. 21, 2019 | Mar. 1, 2019

### Wisconsin Civil Procedure Before Trial

Starting with acceptance of a litigation client, this book explains all Wisconsin Statutes, case law, and local jurisdiction rules impacting pre-trial activities, including venue, statutes of limitation, pleadings, and discovery.

Print Book: #AK0166; 1,244+ pp.; 2 vol.; 6th ed. 2017-18 | Member: \$219 | Nonmember: \$269

Books UnBound® Subscription: #AE0166; Member: \$159 | Nonmember: \$199

### Law Office Video: Preparing for Your Deposition

Preparation is the key to success in depositions. Help your clients get some much-needed practice and overcome communication jitters with help from this DVD. It has tips on proper dress code, demeanor, and answering questions.

English Version DVD: #ED0011; Member: \$115 | Nonmember: \$149

Spanish Version DVD: #ED0013; Member: \$115 | Nonmember: \$149

## Save 20%

### Wisconsin Trial Practice

Save 20% on *Wisconsin Trial Practice*. Use discount code **CA2809** when you order online or by calling (800) 728-7788.\*  
Plus, all seminar attendees receive a free two-week trial of the *Books UnBound®* version.

Prepare for every stage of trial with step-by-step guidance on practices and procedures. Topics include:

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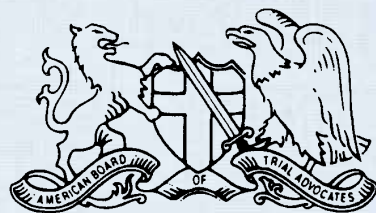


Special thanks to Skogen Engineering Group, Scalia Safety Engineering, and Sunset Playhouse for all their work in support of this seminar.



## About ABOTA

The Wisconsin ABOTA Chapter is sanctioned by the American Board of Trial Advocates, and is committed to improving the quality of legal representation, promoting the art of advocacy, and efficiently administering justice. To qualify as a member, attorneys must be nominated by another member, achieve at least six years of active experience as a trial lawyer, and have tried at least 10 jury trials to conclusion over the course of their careers. To learn more, contact Wisconsin Chapter President Ralph J. Tease, Jr.



Volunteer members of the Wisconsin ABOTA Chapter present this seminar. Their commitment of time, talent, and energy in service to the Bar is deeply appreciated.

## Current ABOTA Members

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R. George Burnett  
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## 29th Annual Institute of Trial Practice

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<input type="checkbox"/> State Bar Member	<input type="checkbox"/> \$319	<input type="checkbox"/> \$299	<input type="checkbox"/> \$329
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### Seminar Date/Location:

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