



**STATE BAR
OF WISCONSIN**

P.O. Box 7158, Madison, WI 53707-7158



Winning at Deposition
Featuring Shane Read

CREDIT HOURS: 7.5 CLE credits

IN-PERSON SEMINAR: Monday, November 11, 2024 – Madison

LIVE WEBCAST: Monday, November 11, 2024

WEBCAST REPLAYS: Friday, November 22, 2024
Wednesday, December 18, 2024
Thursday, January 9, 2025



STATE BAR OF WISCONSIN
PINNACLE

**Winning at
Deposition**
Featuring Shane Read



7.5 CLE

**Program dates start November 11.
Register today!**

Winning at Deposition

Featuring Shane Read



The secrets to superior depositions

In litigation, a deposition can be your most important weapon. But do your depositions lack focus or clarity? Are you struggling to get better results? ***Winning at Deposition – Featuring Shane Read*** will show you how to retool your approach, avoid the biggest mistakes lawyers make, and achieve the productivity that your depositions need to win your next case. Shane's practical, entertaining, and engaging approach includes detailed explanations and video examples of the best techniques to add to your arsenal.



Register now!

HOW YOU'LL BENEFIT

- Develop a winning strategy for your case
- Beat lying and evasive witnesses
- Overcome obnoxious opposing counsel
- Confidently depose expert witnesses
- Conduct effective remote depositions
- Make your depositions your most important trial weapon

SCHEDULE

8:00 AM Registration

8:30 AM Develop a Winning Strategy for Your Case

- Avoid the mistake every lawyer makes
- Spot the key issues in your case
- Develop a winning strategy

9:45 AM The Keys to Taking a Successful Deposition

- Master the techniques to create a successful outline
- Ask the right questions
- Ensure you get the answers you need

10:30 AM Break

10:45 AM The Keys to Taking a Successful Deposition (Continued)

11:00 AM Beating Lying and Evasive Witnesses

- Learn three new techniques to win every time
- Defeat the witness who refuses to answer simple questions
- Beat the witness who "forgets" or flat out lies

12:15 PM Lunch (on your own)

1:15 PM Remote Depositions

- Adequately prepare the witness
- Adjusting for technology

1:45 PM Defeating the Expert Witness

- Don't be intimidated
- Learn what questions to ask
- Pin down the expert so there is no escape

2:45 PM Break

3:00 PM Defending the Deposition

- Successfully prepare your witness
- Properly object at the deposition

4:00 PM Using Depositions to Win at Trial

- Learn why a deposition is the most important weapon for trial
- Find out a new way to impeach a witness at trial

4:30 PM Program Concludes

Following start time, schedule will vary slightly from above. All times are Central Time Zone.

FEATURED PRESENTER

D. SHANE READ is a multiple award-winning author of bestselling litigation textbooks and an adjunct professor at Southern Methodist University's Dedman School of Law since 1998. Two of his textbooks, *Winning at Deposition* and *Winning at Trial*, have won the Association of Continuing Legal Education's top honor for Professional Excellence. He is the only author to win this award twice.

He is a graduate of both Yale and the University of Texas School of Law and is a former Assistant U.S. Attorney in Dallas where he worked in both the civil and criminal sections. He also teaches seminars to lawyers throughout the United States.

For more information about Shane or his books, visit shaneread.com.



RAVE REVIEWS FOR SHANE READ

"This was the best CLE I've watched in 30 years of practice!"

"Very informative. Excellent presentation. Pretty good advice for life as well as the courtroom."

"If you have an opportunity to hear Shane speak, take advantage of it because you will be learning from the best!"

"If you follow Shane's advice, he can turn you into a great trial lawyer."

"Excellent program. Kept my attention all day. Useful information that I will use in my practice."

"Mr. Read was extremely engaging."

"Wonderful seminar. Shane kept the audience engaged for the entire presentation. Best seminar I have attended."

"Great visuals and interaction of the audience. Thank you for the comic relief throughout a truly interesting presentation."

"Great content. Just the right amount of audience participation."

DATES & LOCATION

IN-PERSON SEMINAR — MADISON

Monday, November 11, 2024

State Bar Center

5302 Eastpark Blvd., Madison, WI
(608) 257-3838

WEBCAST REPLAYS

Friday, November 22, 2024

Wednesday, December 18, 2024

Thursday, January 9, 2025

LIVE WEBCAST

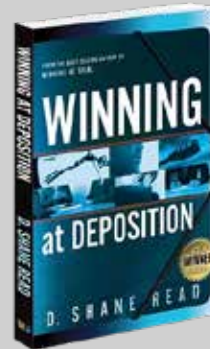
Monday, November 11, 2024

CREDITS

CREDIT HOURS: 7.5 CLE credits*

*This program will be submitted to the Wisconsin Board of Bar Examiners for **7.5 CLE credits**. It does not qualify for EPR credit.

BOOK BONUS!



Winning at Deposition

Seminar attendees can **SAVE \$30** on Shane Read's award-winning book, *Winning at Deposition*.* It's the perfect companion to this program and a guide to help you put the principals you learn into practice.

For purchasing and discount details, attendees can reach out to Shane directly by email to shane@shaneread.com.



Ultimate Pass Gold and Silver

subscribers attend this program **FREE!**

Vist wisbar.org/ultimatepass today for more information and to subscribe.

TUITION

	IN-PERSON	WEBCAST
State Bar Member	\$309	\$339
Nonmember	\$409	\$439
Ultimate Pass Gold/Silver	\$0	\$0
Passbook Certificate	1 Certificate	1 Certificate

REGISTRATION & GENERAL INFO

ONLINE: wisbar.org/seminars

PHONE: (800) 728-7788

MAIL/FAX: Visit wisbar.org/regform for registration form



PINNACLE PASSBOOK REGISTRATIONS: PINNACLE Passbook certificates must be received by the State Bar at least one business day prior to the event. For in-person seminars, walk-in registrations using Passbook certificates are also welcome.

COURSE MATERIALS: Course materials are provided to seminar attendees in PDF format and are downloadable from *myStateBar* on wisbar.org up to two days prior to and 90 days after your seminar.

CANCELLATIONS: Please visit wisbar.org/cancellations for information on PINNACLE registration cancellation policies.

ACCOMMODATIONS: If you need special accommodations, please contact us at (800) 728-7788, ext. 6142 at least three weeks prior to the program date so we can make appropriate arrangements.

NOTICE: By attending this State Bar event, you understand and agree that you may be photographed and/or electronically recorded during the event and you hereby grant to the State Bar the right to use and distribute your name and likeness for promotional or educational purposes without monetary compensation. The State Bar assumes no liability for such use.

Event Code: CA3723 Priority Code: S4485B

ADDITIONAL LEARNING OPPORTUNITIES

34th Annual Institute of Trial Practice

Sharpen your trial skills with this immersive learning experience designed to give you the strategies and insights you need to excel in the courtroom. Watch as Wisconsin's best trial lawyers go toe-to-toe in a mock trial and then explain their strategies to you. Be a fly on the wall in jury deliberations and hear the reasoning behind rulings from the judge. **10 CLE**



PEWAUKEE IN-PERSON SEMINAR & LIVE WEBCAST: NOV. 20, 2024

WEBCAST REPLAYS: DEC. 3, 2024 | DEC. 7, 2024 | DEC. 11, 2024 | DEC. 19, 2024 | DEC. 27, 2024
DEC. 31, 2024 | JAN. 6, 2025 | JAN. 16, 2025 | JAN. 22, 2025 | JAN. 31, 2025 | FEB. 4, 2025 | FEB. 17, 2025



Wisconsin Discovery Law and Practice

Tap into the knowledge and experience of Wisconsin's best litigators with *Wisconsin Discovery Law and Practice*. This comprehensive guide covers everything from the basics to advanced techniques, complete with practical examples, tips, and sample questions to enhance your discovery skills.

PRINT BOOK: AK0042 | **BOOKS UNBOUND:** AE0042_SUB

Law Office Video: Preparing for Your Deposition

A poor deposition can cost your client their case, but depositions are unfamiliar and intimidating experiences for most people. Help prepare your clients and calm their nerves with this popular Law Office Video that shows them what to expect and what to avoid.



FLASH DRIVE – ENGLISH: EF0011 | **SPANISH:** EF0013

Be a star both in and out of the courtroom with the State Bar of Wisconsin PINNACLE National Presenter Series. Receive coaching from nationally recognized speakers with experience helping lawyers rise to the challenges of today's legal landscape.

