

# MASSACHUSETTS BAR ASSOCIATION

OPEN MEETING

## EFFECTIVE STRATEGIES FOR THE PREPARATION AND TRIAL OF A COMPLEX COMMERCIAL CASE

### TWO-PART PROGRAM

**PART I: THURSDAY, APRIL 12, 2018 • 4:30–6:30 P.M.**

**PART II: THURSDAY, JUNE 14, 2018 • 4:30–6:30 P.M.**

**MBA, 20 WEST ST., BOSTON**

Sponsored by the MBA's Complex Commercial Litigation Section's  
Business Litigation Practice Group

**NEW  
DATES**

#### SPEAKERS



**HON. BRIAN A. DAVIS**  
Superior Court



**PAUL E. WHITE, ESQ.**  
Posternak, Blankstein &  
Lund LLP, Boston



**EURIPIDES  
DALMANIERAS, ESQ.**  
Foley Hoag LLP  
Boston

Questions? Contact  
Jean Stevens at (617) 338-0641.

This meeting is **FREE** and  
open to the legal community.

In this two-part program, two experienced practitioners and a Superior Court judge will guide you through the process of handling a complex commercial case. Find out the “best practices” for humanizing your client, identifying and exploiting key legal issues, taking depositions with a purpose, and solving the particular challenges you will face at trial in such cases. The program will take you from the initial client meeting, through discovery and depositions, and conclude with a discussion of how to effectively present such a case at trial.

Topics include:

- Selecting the theme and theory of the case
- Identifying and exploiting the critical legal issues
- Taking depositions with a purpose
- The use and control of documents
- The selection and use of experts
- Preparing for pre-trial conference and the importance of motions *in limine*
- Choosing whether to have a bench trial or a jury trial and the challenge of keeping the jury's attention
- Jury selection, including attorney-conducted voir dire
- Giving an effective opening statement (and closing argument)
- Introducing evidence at trial, including testimony by deposition, documentary evidence and the questioning of witnesses
- How and when to object
- Motions for directed verdict and post-trial motions

Don't miss this opportunity to have your questions addressed and to network with other practitioners in your area of practice.

RSVP for this **FREE** program at

[www.MassBar.org/Events](http://www.MassBar.org/Events) or email [JStevens@MassBar.org](mailto:JStevens@MassBar.org).