

**HAFFNER LAW GROUP**

# **How to Win at Trial**

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# HOW TO PREPARE YOUR CASE FOR TRIAL

- 1. ESTABLISH TRUST**
- 2. CREATE COMMUNICATION**
- 3. IMPLEMENT A PLAN**
- 4. ATTACK CREDIBILITY**
- 5. PROTECT WITNESSES**

# How to **Win** at Trial!

**RESPECT**

**INTEGRITY**

**CREDIBILITY**

# WHAT IS THE MOST IMPORTANT ASPECT OF A SUCCESSFUL TRIAL?

## DO:

1. ADDRESS CREDIBILITY.
2. DISCOVER BIAS.
3. DISCUSS SENSITIVE ISSUES.
1. ACKNOWLEDGE PURPOSE.

## DON'T:

1. IGNORE MOST OF THE PANEL.
2. MISUSE TIME.
3. JOKE AROUND.
4. THINK YOU CAN CHANGE A JUROR'S MIND.

# HOW TO DO AN EFFECTIVE OPENING STATEMENT

- 1. "PREVIEW EVIDENCE"**
- 2. STRENGTH/WEAKNESS**
- 3. DON'T ARGUE -OBJECT**
- 4. TRY TO USE EVIDENCE**

90 / 10-TRANSCRIPT?

# How to **Win** at Trial!

**Attack  
Credibility!  
Push a Theme  
Surprise  
Opponent**

← **PLAN**

**PREVENT** →

**Rehearse  
Exclude  
Avoid Surprise**

**Commit  
Retain  
Overwhelm**

← **PREPARE**

**PRESENT**



**PPT- MODELS  
ENLARGE- PROPS  
DRAW-  
HIGHLIGHT**

# CLOSING REMARKS

- 1. EXPLAIN NOT ARGUE**
- 2. SAY IT A THIRD TIME**
- 3. KEEP IT INTERESTING**
- 4. TRIGGER EMOTION**
- 5. USE MULTI-MEDIA**
- 6. TRY TO ENGAGE JURY**



**USE VIDEO**

**Expert Architect**

