

# Top 10 Skills Every Litigator Must Have & They Aren't All Used in the Courtroom

*From retention to negotiation and oration*

Successful litigators must be well-versed in trial techniques and strategy for those cases that progress to trial. Being able to relate to the jury and present a story that the jury responds to are key skills. Litigation skills, however, go beyond just the courtroom. Managing your client's expectations and understanding when going to court is not the best option are just a couple of the skills everyone litigator must have. Sometimes just keeping your client away from an expensive trial is a must. This new program teaches you the top ten skills you need to master to become a successful litigator.

Whether you are preparing for your first or your thirty-first trial, this seminar explains essential skills to efficiently and effectively bring a case to a successful conclusion. Learn, watch, and develop your tool chest for effective advocacy. Hear first-hand from the judge what styles, techniques, and strategies are persuasive and effective.

## Agenda

- When the Client Walks into Your Office
- Discovery: What You Need to Know and How to Get It
- Strategy: A Plan for Everything
- Negotiation: Negotiation Skills Are Not Trial Skills
- Trial: More Than Just Planning and Presentation

## Faculty

Victoria M. Santoro Mair, Esq., *Sweeney Merrigan Law LLP, Boston*, Chair

View the entire faculty roster at [www.mcle.org](http://www.mcle.org).

## Dates & Location

Register at [www.mcle.org](http://www.mcle.org)

### LIVE WEBCAST

Thursday, June 15, 2023

2:00 pm–4:00 pm

Program Number: 2230204WBC

### REBROADCAST

Friday, June 30, 2023

10:00 am–12:00 noon

Program Number: 2230204RBC

### REBROADCAST

Monday, July 10, 2023

12:00 noon–2:00 pm

Program Number: 2230204RB1

### ON DEMAND WEBCAST

View after Monday, July 10, 2023

Program Number: 2230204WBA

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## Tuition *(includes written materials)*

- \$145
- \$130.50 MCLE Sponsor Members
- \$72.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email [scholarships@mcle.org](mailto:scholarships@mcle.org).

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## Materials

The materials for this program are available online only and can be downloaded via the link emailed to you upon registration.

Also, there is no need to take extensive notes. Two weeks after the live webcast, all registrants receive a link to a verbatim transcript and audio and videorecordings of this program.

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## CLE Credits

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