

## FINANCIAL POISE WEBINARS NEWBIE LITIGATOR SCHOOL II

### SERIES OVERVIEW

This webinar series is one of several series (together with the other “Newbie Litigator School” series) that Financial Poise designed specifically for attorneys who are just starting to get involved in civil litigation or who could use a refresher on some litigation fundamentals. The purpose is to introduce you to different components and phases of litigation, from the basic rules of civil procedure and evidence, to dispositive motions, through trial, and on to appeal and post-judgment collection work. Each episode is delivered in Plain English understandable to business owners and executives without much background in these areas. Yet, each episode is proven to be valuable to seasoned professionals. As with all Financial Poise Webinars, each episode in the series brings you into engaging, sometimes humorous, conversations designed to entertain as it teaches. And, as with all Financial Poise Webinars, each episode in the series is designed to be viewed independently of the other episodes, so that participants will enhance their knowledge of this area whether they attend one, some, or all of the episodes.

### EPISODE SUMMARIES

#### EPISODE #1

#### **TROs and Preliminary Injunctions**

**Airing February 7, 2017 at 2pm CST**

Sometimes you need the court to take immediate action to protect your client’s interests. This webinar discusses procedures and strategy for temporary restraining orders and preliminary injunctions. Topics include best practices for how to succeed on these motions and how to effectively defeat them.

**EPISODE #2**

**Evidence Rule Refresher  
Airing March 21, 2017 at 2pm CST**

So you've gathered your evidence and are ready to present your case – now you have to get your evidence admitted. Panelists discuss the basics of laying a foundation, common evidentiary objections, hearsay rules and exceptions, opinion evidence, privilege issues, and effective witness testimony.

**EPISODE #3**

**Settlement & Mediation  
Airing April 18, 2017 at 2pm CST**

The vast majority of cases settle before they reach trial. This webinar covers negotiating a successful settlement for your client, either privately or through mediation. Panelists also discuss mediation basics and presenting an effective case to either a mediator or the opposing party.

**EPISODE #4**

**Anatomy of a Trial  
Airing May 2, 2017 at 2pm CST**

This webinar's focus is on the nuts and bolts of litigating your case at trial. Panelists discuss witness preparation, selection and presentation of exhibits, motions in limine, opening statements, and closing arguments. Panelists also give advice on real-world situations that may arise during trial and how best to present your case to the fact-finder.