

YOUR DISTINGUISHED FACULTY

**Steven G. Fuller,**  
Law Office of Steven G. Fuller, Nashville

**Barry Howard,**  
Howard Tate Sowell Wilson Leathers & Johnson, PLLC, Nashville

**D. Scott Hurley,**  
The Hurley Law Firm, P.C., Knoxville

**Beverly Dean Nelms,**  
Frantz, McConnell & Seymour, LLP, Knoxville

**Russell E. Reviere,**  
Rainey Kizer Reviere & Bell, PLC, Memphis

**Russell Taber,**  
Riley Warnock & Jacobson, PLC, Nashville

The **Trial Skills for Tennessee Practitioners Conference** packs one day with leading authorities delivering critical law practice guidance on the hottest topics and some of the most complex issues you’ll face.

- **Mediation.** Even with your eye on trial, it is important that you still prepare for successful mediation so that you can best serve your client.
- **Judgment and final remedies.** Steven Fuller will cover the best practices, rules for assessing court costs, and several other pertinent topics.
- **Opening statements.** Your opening statement will introduce your case theme and will set the groundwork for your success. Mr. Russell Reviere will walk you through what you can do to maximize the impact of your opening statement.
- **Cross-Examination.** Mr. Russell Reviere will discuss the secrets of effective cross-examination, including the examination of experts.
- **ESI.** Russell Taber will update you on the methods of identifying and collecting ESI for effective use at trial.
- **Mediation Ethics.** Need CME credit? Ms. Beverly Nelms will cover common ethical issues that Rule 31 neutrals routinely face.
- **Trial Prep.** Scott Hurley will discuss techniques for making sure that you maximize each step so that you are prepared for trial.

**WHEN:** Friday, December 14, 2018  
**WHERE:** Nashville, TN

**To Register:** Visit MLeeSmith.com/events/live-events/tn-trial-skills  
Call 800-274-6774  
Email EventSales@BLR.com

Tennessee  
Attorneys Memo

1st Annual  
Trial Skills Conference  
for Tennessee Attorneys

FRIDAY, DECEMBER 14 | NASHVILLE

This expert-led, one-day event is for Tennessee attorneys wanting to improve their skills to help achieve the desired outcome at trial or in mediation.

EARN  
CLE  
CREDIT

7.5 hours  
of CLE  
(6.5 hours of  
general and 1  
hours of dual)  
+  
(1 hour of  
Mediation Ethics  
CME )

M. Lee Smith®  
P U B L I S H E R S  
a division of BLR

**To Register:** Visit [www.mleesmith.com/events/live-events/tn-trial-skills](http://www.mleesmith.com/events/live-events/tn-trial-skills), Call 800-274-6774, or Email [EventSales@BLR.com](mailto:EventSales@BLR.com).

- An alternate may attend in place of the original registrant.
- event (whether or not you attend the program or fail to cancel).
- Registrants are responsible for the entire program fee for a cancellation made after 5:00 p.m. three weeks prior to the
- A \$50 fee applies to ALL conference cancellations.

Cancellation Policy

Guarantee: If you are not completely satisfied, we will refund 100% of your registration fee-no questions asked.

Get up-to-date information on the latest and most significant developments affecting your clients and practice. Reserve your seat at the **1st Annual Trial Skills for Tennessee Attorneys**. Your registration includes the one-day conference, pages of valuable course materials, morning and afternoon snacks, and up to 7.5 hours of CLE credit, including 1 hours of dual.

Use exclusive code **TRIALSKILLS50** for an additional \$50 off your registration!

Web: [mleesmith.com/events/live-events/tn-trial-skills](http://mleesmith.com/events/live-events/tn-trial-skills)  
Phone: 800-727-5257  
Email: [eventsales@blr.com](mailto:eventsales@blr.com)

REGISTRATION IS EASY!

PRSRT STD  
US Postage  
PAID  
Nashville, TN  
Permit 361

M. Lee Smith®  
P U B L I S H E R S  
a division of BLR

# 1st Annual Trial Skills Conference for Tennessee Practitioners

Learn the very latest about the techniques, decisions, and developments affecting your practice and your clients:

- Learn about what is working in mediation and mistakes you should avoid
- Enforcement and relief of judgments or orders
- Tips for opening statements and direct examination
- Cross-examination techniques
- What is ESI and how can you effectively incorporate it into evidence
- Mediation ethics -- common issues and confidentiality
- Precautions you should take to be prepared for trial



## Agenda

FOR FULL AGENDA DETAILS, VISIT  
[MLEESMITH.COM/EVENTS/LIVE-EVENTS/TN-TRIAL-SKILLS](http://MLEESMITH.COM/EVENTS/LIVE-EVENTS/TN-TRIAL-SKILLS)

### FRIDAY, DECEMBER 14

#### What Works in Mediation

8:00 a.m. to 9:00 a.m.

*Presented by: Barry Howard, Howard Tate Sowell  
Wilson Leathers & Johnson, PLLC*

#### Judgment and Final Remedies

9:00 a.m. to 10:00 a.m.

*Presented by: Steven G. Fuller, Law Office of Steven  
G. Fuller*

#### MORNING BREAK

10:00 a.m. to 10:15 a.m.

#### Opening Statements and Direct Examination

10:15 a.m. to 11:15 a.m.

*Presented by: Russell E. Reviere, Rainey Kizer  
Reviere & Bell, PLC*

#### Cross-Examination Including Crossing Experts

11:15 a.m. to 12:15 p.m.

*Presented by: Russell E. Reviere, Rainey Kizer  
Reviere & Bell, PLC*

#### LUNCH (included with registration)

12:15 p.m. to 1:15 p.m.

#### ESI

1:15 p.m. to 2:15 p.m.

*Presented by: Russell Taber, Riley Warnock &  
Jacobson, PLC*

#### Mediation Ethics

2:15 p.m. to 3:15 p.m.

*Presented by: Beverly Dean Nelms, Frantz,  
McConnell & Seymour, LLP*

#### AFTERNOON BREAK

3:15 p.m. to 3:30 p.m.

#### Preparing for Trial

3:30 p.m. to 5:00 p.m.

*Presented by: Scott Hurley, The Hurley Law Firm,  
P.C.*

**WHEN:** Friday, December 14, 2018

**WHERE:** Nashville School of Law

4013 Armory Oaks Drive

Nashville, Tennessee 37204

Free parking & Free wi-fi

#### INVESTMENT:

\$377 for full program,

\$297 for attendees from same firm, and

\$197 for materials

\$50 early bird discount until November 2

#### CLE CREDIT:

7.5 hours of CLE

(6.5 hours of GENERAL and 1 hour of DUAL)

1 hour of Mediation Ethics CME

1 hour of General Mediation Issues CME

5.5 hours of General Continuing Education

CME

#### SPONSORSHIP:

To sponsor this event, please contact Olivia

Al-Sadi

at [OAL-Sadi@blr.com](mailto:OAL-Sadi@blr.com).

Learn more and register at [www.mleesmith.com/events/live-events/tn-trial-skills](http://www.mleesmith.com/events/live-events/tn-trial-skills)