

***“A TRIAL LAWYER IS A LARGE BLOB OF EGO—  
SUSPENDED OVER A CHASM OF INSECURITY.”***

**Michael Tigar: *Nine Principles of Litigation -- And Life.***

©ABA, 2009



Be Prepared... the meaning of the motto is that a scout must prepare himself by previous thinking out and practicing how to act on any accident or emergency so that he is never taken by surprise.

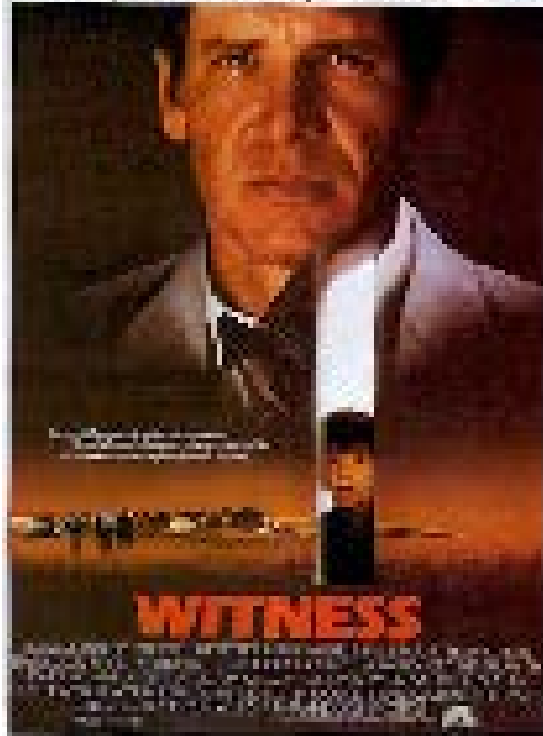
(Robert Baden-Powell)





# Harrison Ford is John Book

of the only case where...  
the only person to...  
the only person to...



# P.R.E.P.

- Prepare
- Reassure
- Educate
- Practice







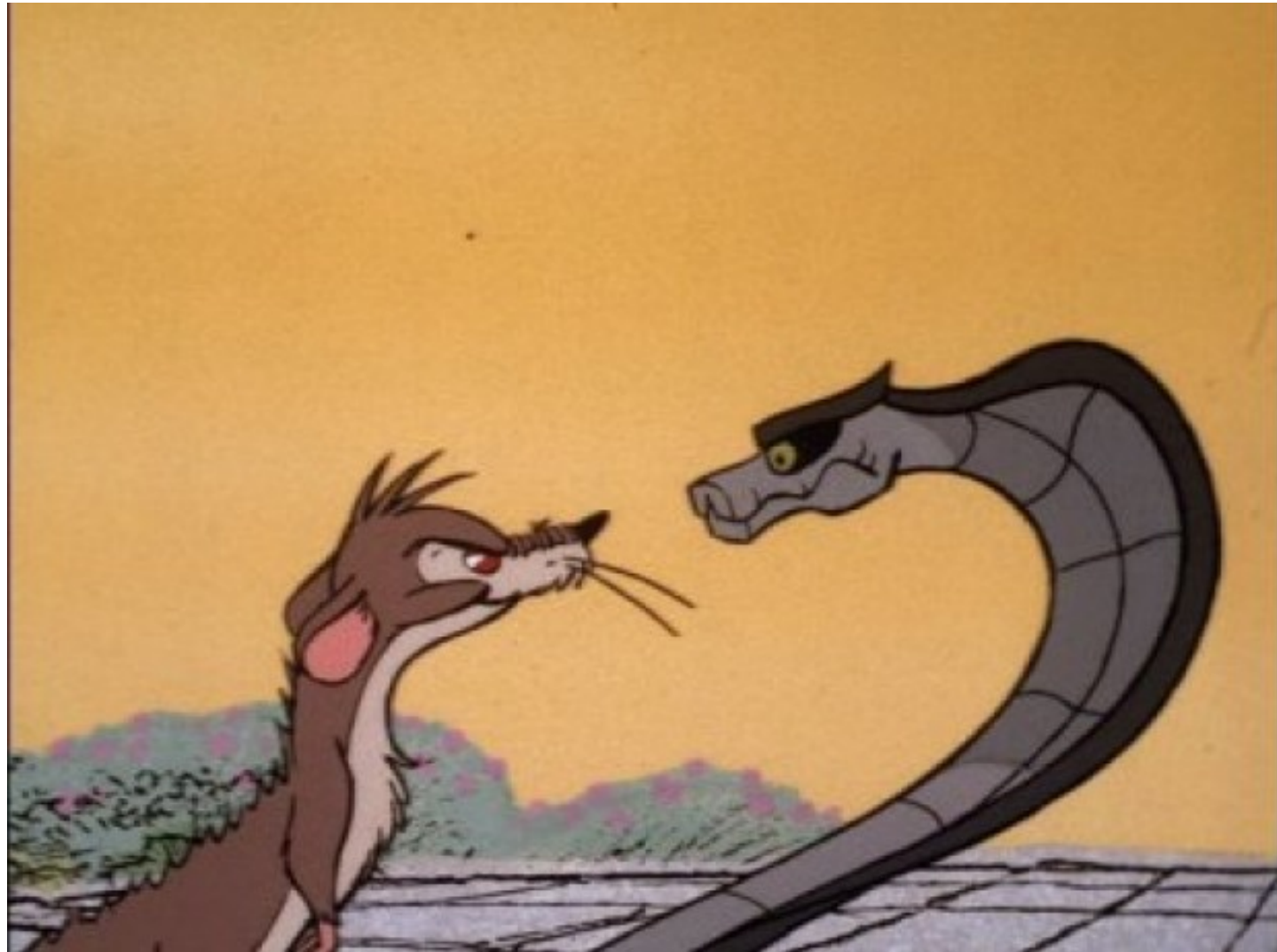






# FUNNEL

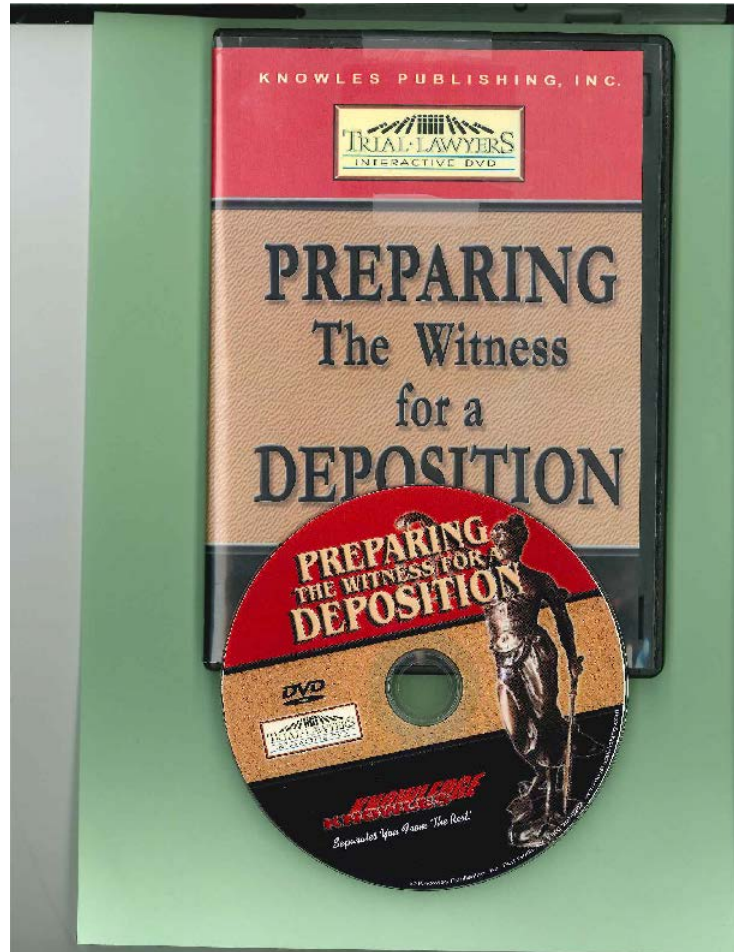




# L.U.T.E.

- Listen
- Understand
- Think
- Express







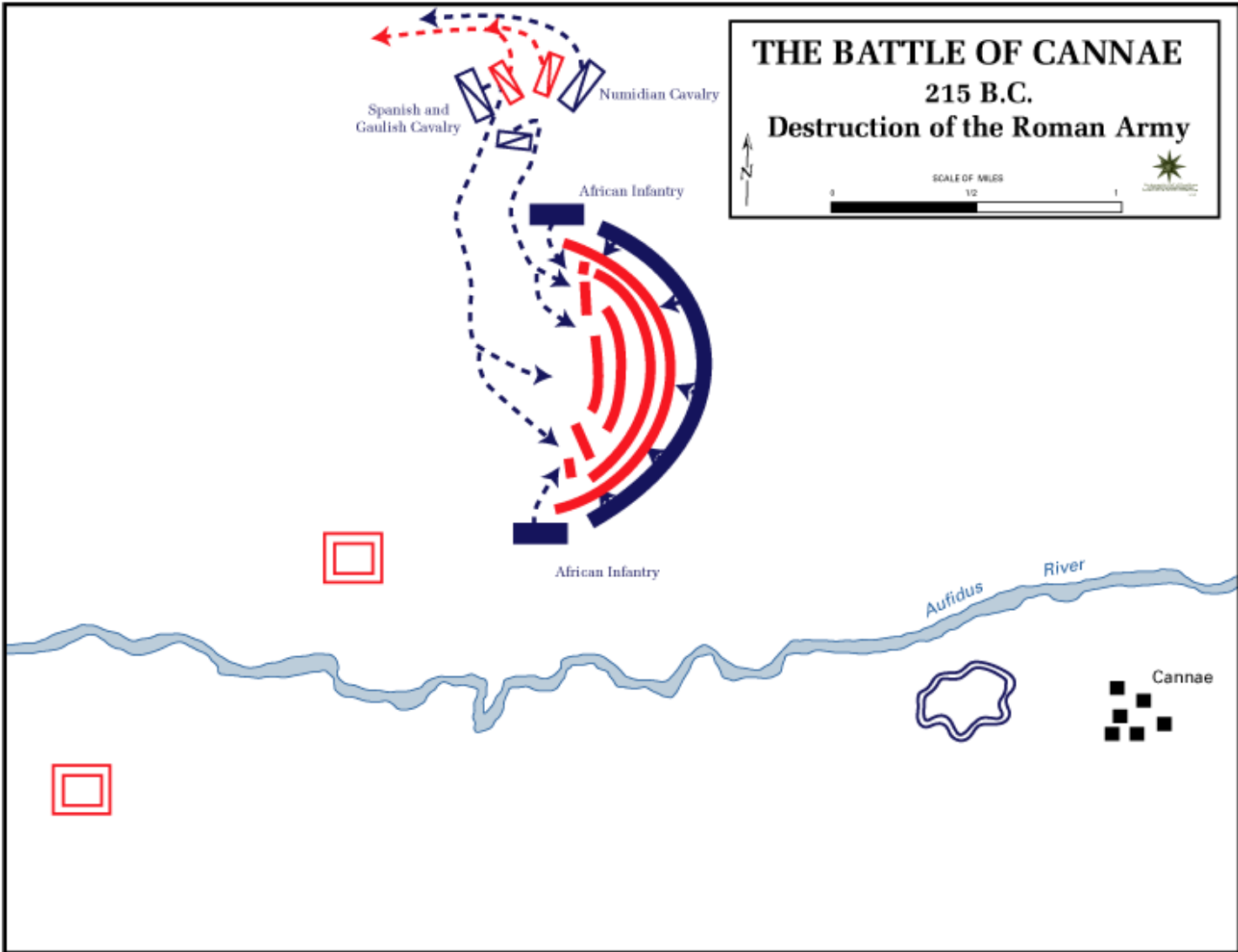




American Board of Trial Advocates

**PRINCIPLES OF CIVILITY,  
INTEGRITY,  
AND PROFESSIONALISM**









## RULE 30(b)(6)

### Notice or Subpoena Directed to an Organization.

In its notice or subpoena, a party may name as the deponent a public or private corporation, a partnership, an association, a governmental agency, or other entity and must describe with reasonable particularity the matters for examination. The named organization must then designate one or more officers, directors, or managing agents, or designate other persons who consent to testify on its behalf; and it may set out the matters on which each person designated will testify. A subpoena must advise a nonparty organization of its duty to make this designation. The persons designated must testify about information known or reasonably available to the organization. This paragraph (6) does not preclude a deposition by any other procedure allowed by these rules.



© Allamy

*"I'm not a potted plant. I'm here as the lawyer.  
That's my job."*

**Brendan Sullivan to Senator Daniel Inouye, Chair,  
Senate Select Committee on Secret Military Assistance  
to Iran and the Nicaraguan Opposition.**