

**MSBA Criminal Law Section | Trial School Schedule**  
**March 9, 2012, Minnesota State Bar Association Offices**

**9:00 – 9:15 a.m. | Breakfast and Registration**

**9:15 – 10:30 a.m. | So You're Going to Trial: Get Ready, Get Set, Go!**

Avery Appelman, Appelman Law Firm LLC

*Mr. Appelman will provide a game plan for preparing for a criminal trial. He will share insights into pre-trial hearings, evidence, and effective pre-trial advocacy skills.*

**10:30 – 11:15 a.m. | Juries: Select and Wow Them**

Earl Gray, Earl Gray Defense

*Mr. Gray will address Voir Dire and the practical side of jury selection, including: an overview of the jury selection process, strategies for selecting jurors, and do's/don'ts for Voir Dire. He will also share tips for reading juries and his knowledge of what juries like (i.e. CSI stuff) vs. what juries hate (i.e. lawyers beating up witnesses) during trial.*

**11:15 - Noon | Effective Opening Statements: Kicking Your Trial Off on the Right Foot**

Charles Gerlach, Hennepin County Attorney's Office

*Mr. Gerlach will share key strategies to delivering effective opening statements to start your trial off on the right foot.*

**Noon – 12:30 p.m. | Networking Lunch**

**12:30 – 1:30 p.m. | Do's and Don'ts from the Bench – Criminal Trial Ethics [ETHICS CREDIT APPLIED FOR]**

The Honorable Kathleen Gearin, Second Judicial District

The Honorable Alan Pendleton, Tenth Judicial District

*Judges Gearin and Pendleton will provide insight from the bench about ethical trial advocacy. They will address how to avoid "misconduct" and how to be a zealous, ethical advocate, sharing their observations and recommendations from the bench.*

**1:30 – 2:30 p.m. | Direct Exam**

Rick Dusterhoft, Ramsey County Attorney's Office

*Mr. Dusterhoft will discuss direct exam techniques, including: proper questioning, what to do if your witness isn't helpful on the stand, and how to avoid/deflect objections.*

**2:00 – 2:30 p.m. | Cross Exam**

Jim Martinson, Olmsted County Attorney's Office

*Mr. Martinson will address cross examination techniques, such as: proper questioning, "goals" of cross examination, what NOT to do on cross examination, and impeachment (how to do it, what you can use).*

**2:30 – 2:45 p.m. | Break**

**2:45 – 4:00 p.m. | Winning Closing Statements and Sentencing 101**

Patrick Cotter, Cotter Law Office

*Mr. Cotter will share effective strategies for wrapping up your jury trial, including: closing argument techniques and tips to "win your trial" at sentencing.*