

## Getting Ready for Trial Tips

- Expect to go to trial
- Listen carefully to your clients
- Avoid long lectures to your clients
- Do not complain!
- Develop a reputation for going to trial
- Get an investigator involved early, not late
- Develop an investigation plan and put the requests to investigate in writing so as to organize your thinking
- Use a paralegal to assist in trial preparation and get him or her involved early
- Develop a reputation for going to the jails
- Consider going to the jails at off times
- Brainstorm every case that is going to trial
- Include non-lawyers in your brainstorming group so as to guard against falling in love with your arguments
- Talk trial with client from the beginning, not guilty plea deals
- Don't share how busy you are and how many cases you have with your client
- Develop a trial notebook system
- Constantly upgrade it
- Develop an aggressive motion and discovery practice
- Do not go to trial until you are ready
- Prepare your witnesses
- Get prospective jurors to tell life analogue stories in voir dire
- Tell a good story
- Tell it well
- Use demonstrative evidence
- Put audio and visual devices in your presentations
- Learn PowerPoint
- Target the type of jurors you want and those you do not want

- It is not only what you ask but how you ask it
- It is not what you ask but the order in which you ask it!
- It is not only what you say but the order in which you say it
- Never make promises about sentencing
- Never let someone get away with a racist statement
- Find the courage to watch your self on video tape
- Guard against over confidence
- Get along with clerks, secretaries and janitors because they are worth just as much as you and they can make your life easier or far more difficult
- Decide what you are going to wear before the morning.