

## **Annual Trial Advocacy in State & Federal Courts**

### **“How to Effectively Drive Forward Your Trial Theme Consistently Throughout the Case-Opening Statement, Direct Examination, Cross-Examination and Closing Statement”**

*(Approved for three substantive credits by the PA CLE Board.)*

*featuring*

**Professor Stephen A. Saltzburg**

**Co-Founder and Director, National Trial Advocacy College  
University of Virginia School of Law**

**Professor Stephen Saltzburg**, a nationally recognized trial advocacy instructor,  
will provide instruction and teach techniques to allow trial lawyers  
to best advocate the themes of their case.

#### **Including Panelists**

**Gerald F. Ivey, Esquire**

**Finnegan Henderson Farabow Garrett & Dunner, Washington, DC**

**Attorney Gerald F. Ivey** has extensive experience in areas of civil litigation and trial  
advocacy serving as trial counsel on major product liability cases, medical  
malpractice claims, wrongful death actions, commercial  
construction and employment litigation.

**Patricia A. Hastings, Ph.D.**

**Jury Consultant, Edge Litigation, Houston, Texas**

**Dr. Patricia Hastings** has been involved in extensive research in the areas of social  
psychology and the law for over two decades, and has specialized in the study  
of jury decision-making in both applied and academic settings.

**Honorable Marilyn J. Horan**

**United States District Court for the Western District of Pennsylvania**

**The Honorable Marilyn J. Horan** is a United States District Court Judge for the  
Western District of Pennsylvania after serving as a Common Pleas  
trial judge in Butler County for 22 years.

**Honorable Robert V. Colville**

**United States District Court for the Western District of Pennsylvania**

**The Honorable Robert V. Colville** is a United States District Court Judge for the  
Western District of Pennsylvania after serving as a Common Pleas  
trial judge in Allegheny County for 19 years.

***Sign- up early as this program is sure to sell out!***

***“How to Effectively Drive Forward Your Trial Theme Consistently  
Throughout the Case-Opening Statement, Direct Examination,  
Cross-Examination and Closing Statement”***

*(Approved for three substantive credits by the PA CLE Board.*

***Each year this program focuses on a key aspect of trial preparation and trial  
advocacy to highlight that the opportunity for effective trial advocacy  
is present at virtually every state of litigation.***

***\* \* \* \* \****

***“TRYING CASES TO WIN: IN ONE VOLUME”***

*By Professor Stephen Saltzburg and Herbert J. Stern*

*(Available for pre-order and purchase at the program.)*

*The book is intended to help new and seasoned lawyers who try cases to better  
understand the courtroom environment and how to thrive within it. It*

*Sets forth a strategic method for any trial and provides the  
techniques to follow through every phase of a trial.*

*The book will be available for **\$70.00** (retails for \$119.95).*

***\* \* \* \* \****

***Friday, March 20, 2020***

*8:30 - 12:00 Noon*

*Grand Ballroom – 2<sup>nd</sup> Floor*

*Pittsburgh Fairmont Hotel*

*510 Market Street, Pittsburgh, PA 15222*

***Registration Fees:***

***\$185 Registration Fee    \$130.00 Government Attorney    \$65.00 Law Clerk  
\$120.00 In practice 5 years or less***

*For additional information, contact the Academy of Trial Lawyers  
at [academy@atlac.org](mailto:academy@atlac.org) or call 412.343.9266.*

***Trial Advocacy Program in State & Federal Court***

***“How To Effectively Drive Forward Your Trial Theme Consistently Throughout  
The Case-Opening Statement, Direct Examination, Cross-Examination and Closing Statement”***

***Friday, March 20, 2020***

***\$185 Registration Fee***

***\$130.00 Government Attorney***

***\$65.00 Law Clerk***

***\$120.00 In practice 5 years or less***

\_\_\_\_\_ ***Please order “Trying Cases to Win: In One Volume” (\$70.00)***

***Please make check payable to Academy of Trial Lawyers.***

***Print Name*** \_\_\_\_\_

***Firm/Address*** \_\_\_\_\_

***Email*** \_\_\_\_\_ *(for sending materials prior to program)*

***Academy of Trial Lawyers ~ P. O. Box 14744 ~ Pittsburgh, PA 15234-0744***