

# REGISTRATION FORM

Registration Fee: \$195

Please make check payable to University of Missouri and mail to: Continuing Legal Education, UMKC School of Law, 5100 Rockhill Road, Kansas City, MO 64110-2499. If you have any questions call our office at (816) 235-1648.

Enclosed is \$ \_\_\_\_\_ for \_\_\_\_\_ registration(s) for enrollment in:

Springfield (June 5)

St. Louis (June 6)

Columbia (June 7)

Kansas City (June 8)

Name (please print or type)

Firm or Company

Address

City/State

ZIP

Phone Number

Fax Number

e-mail

(Optional - complete only if you wish to receive Fax or e-mail notification of upcoming seminars)

If paying by credit card, fill out the following information. Credit card registrations may be faxed to (816) 235-5414.

VISA

MasterCard

Discover

Cardholder's Name (as it appears on card)

Card Number

Exp. Date

Relay Missouri. 800-735-2966 (TT) 800-735-2466 (Voice).

No admission ticket or confirmation will be sent. Just pick up materials at the registration desk on the day of the program. Preregistration is encouraged. There is no penalty for walk-in enrollments.

## Cancellations & Refunds

We understand that conflicts arise. Cancellations received 48 hours or more prior to the beginning of the program will be refunded. Alternatively, you may choose to receive a credit voucher for a future UMKC/CLE program. Late cancellations and "no shows" will receive program materials on request. Substitutions are always permitted.

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# GREAT! ADVERSE DEPOSITIONS: PRINCIPLES & PRINCIPAL TECHNIQUES

Tuesday, June 5, 2007

**University Plaza Hotel**

333 S. John Q. Hammons Pkwy  
Springfield, Missouri

Thursday, June 7, 2007

**Courtroom, University of Missouri-  
Columbia School of Law**

Columbia, Missouri

**Co-sponsored with the University of  
Missouri-Columbia School of Law**

**Robert Musante • Robert Musante's CLE Seminar •** www.killerdepo.com

**8:00 A.M. REGISTRATION**

**8:30 - 10:00 A.M.**

- Deposition cross-examination: an intellectually rigorous discipline.
- *Battleships*: the checklist of recurring depositions questions for recurring issues.
- Four everybody-agrees deposition cross-examination rules.
- "Grand Unified Theory" of civil litigation.
- Rationale re saving attacks for surprise at trial.
- "Whack!": defined and demonstrated.
- Five advantages: deposition cross-examiner vs. trial cross-examiner.
- A famous cross-examination analyzed.
- Intro of *The Magnificent Seven*.
- When to ask leading questions in deposition.

**10:00 A.M. COFFEE BREAK**

**10:10 - 11:20 A.M.**

- Psychology and efficiency exceptions to the *leading question rule*.
- When the truth is not nearly enough.
- Bluffing deponent into an admission.
- Deponent's escapes from answers to leading questions.
- A second famous cross-examination analyzed.
- Reasoning questions.
- *Firewalling* introduced.
- *Interrogatory-like* questions.

**11:20 A.M. COFFEE BREAK**

**11:30 A.M.- 12:30 P.M.**

- Universal questions and the *limbo bar*.
- A third famous cross-examination analyzed.
- Enumeration.
- Looping.
- Identifying a mediocre deposition in only 60 seconds.
- Making the implied express: using lexicography.

Wednesday, June 6, 2007

**Adam's Mark Hotel**

Fourth & Chestnut  
St. Louis, Missouri

Friday, June 8, 2007

**E.E. (Tom) Thompson Court-  
room, UMKC School of Law •**

500 E. 52nd St.

Kansas City, Missouri

**12:30 P.M. LUNCH**

**1:30 - 2:50 P.M.**

- Making the implied express: using logic.
- The *transfer of information* rule and the most common *stupid* deposition question.
- Crap defined.
- Attacking the narrow question & question-dodging with high school grammar.
- Attacking 2 answers in 1 question.

**2:50 P.M. BREAK**

**3:00 - 4:40 P.M.**

- More re the *sacred* orthodoxy of saving attacks for surprise at trial.
- The *whole nine yards* question.
- The limited escapes from the *lie* impeachment.
- Conducting interviews vs. taking great adverse depositions (and a *test*).
- Coda

**4:40 P.M. ADJOURN**

**First rate seminar. Outstanding speaker. By far, the best seminar.  
- Tom Busch, 28-yr. atty.**

## CLE Credit: 8 Mo. / Kan. pending

### ALSO IN JUNE!

- |           |  |
|-----------|--|
| <b>15</b> | <b>15 Hour Review of the Law - Kansas City<br/>Harrah's Hotel</b>                              |
| <b>21</b> | <b>Kansas 8 + 4 Review of the Law<br/>Overland Park Convention Center, Overland Park, Kan.</b> |
| <b>22</b> | <b>15 Hour Review of the Law - Kansas City<br/>Westin Crown Center</b>                         |
| <b>22</b> | <b>15 Hour Review of the Law - St. Louis<br/>Millennium Hotel</b>                              |
| <b>28</b> | <b>Kansas 8 + 4 Review of the Law<br/>Overland Park Convention Center, Overland Park, Kan.</b> |
| <b>29</b> | <b>15 Hour Review of the Law - Kansas City<br/>Hyatt Regency</b>                               |
| <b>29</b> | <b>15 Hour Review of the Law - St. Louis<br/>Sheraton Hotel, Clayton</b>                       |

**Questions? Call: 816-235-1648 or see our web  
site: www.law.umkc.edu/cle**

**And don't forget our summer program in Oxford, England,  
July 28-August 11.**

*Awesome seminar & awesome speaker.  
Best seminar I've seen. – Gregory Pals, 6-yr. atty.*

## About the presenter:

**Robert Musante** is the country's foremost teacher of deposition cross-examination skills. As a lecturer of trial advocacy at the University of California, Boalt Hall, from 1984 to 1999, and as the creator of 4 unique and highly entertaining seminars, he has taught over 29,000 lawyers in 39 states and 11 offices of state attorneys general, the science and art of taking KILLER! depositions. Musante is a former prosecutor, an accomplished civil trial attorney, and has made numerous appearances on national TV and local radio as a trial commentator.

### Testimonials to Robert Musante's GREAT! Seminars

*This information is very useful in practice, unlike the content of many other seminars. Musante is a very effective speaker and teacher. He has just the right amount of sarcasm and irreverence. This seminar gives a much more sensible approach to the use of the depositions as an actual tool, rather than a perfunctory pre-trial exercise. – Donna Price-Sheckler, 17-yr. atty.*

*The best I've seen. This seminar has the most practical content of any deposition seminar I have attended. Mr. Musante has tremendous teaching ability. The presentation was an excellent balance of substantive rules/concepts, illustrative examples and humor which, all together, gets the audience's attention and invites the active participation of the attendees. – Don Kemna, 19-yr. atty.*

*Excellent speaker & the best overall zeitgeist of depositions and cross-examination I have heard. I look forward to using the techniques and I hope to do you proud. – Floyd Finch, 27-yr. atty.*

*The most practical seminar I have attended. Musante is a great (and too rare) talent, well applied. I am eager to do some [adverse depositions]; more careful thought will go into each question; each answer will be listened to more carefully before moving on. – Shirley Keeler, 30-yr. atty.*

*Superb seminar. Musante is excellent and is obviously very enthusiastic about the material. One of the best full-day seminars I have attended. What set it apart is the energy of the speaker and the use of easily recognizable examples that we can all relate to. – William Northrup, 2-yr. atty.*

*This was a great seminar & an outstanding speaker. The seminar was much more focused for trial attorneys. – Ted Kapke, 4-yr. atty.*

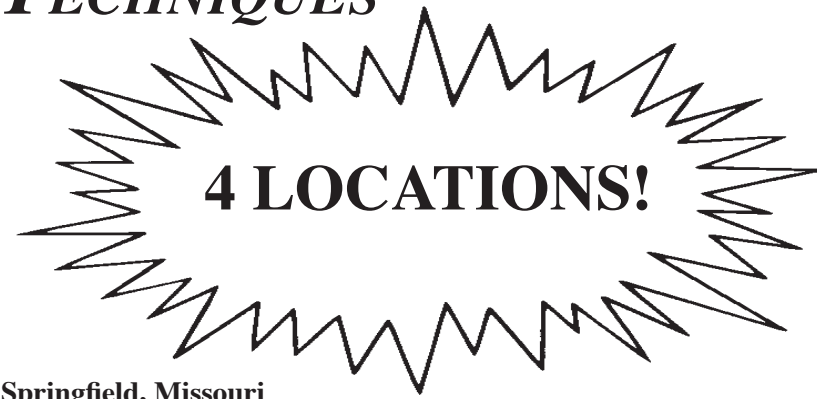
*This is the best substantive content of any trial practice seminar I've attended. Musante is very good & he is very energetic and entertaining. – Andy Plotzman, 10-yr. atty.*

*Finally, a useful and practical approach to taking and using depositions for their ultimate purpose. Very prepared speaker. Musante presented the material in an organized yet entertaining manner. There is no comparison between this seminar and others & this is the only deposition seminar I have attended that was worth the time and money. –Kevin Bennett, 20-yr. atty.*

*Excellent practical commentary; it even allowed me to prepare some questions for an upcoming deposition using several of the cross-exam techniques outlined while listening to the presentation. The quality of this seminar was higher than the description of the seminar. – Regina Bass, 30-yr. atty.*

University of Missouri-Columbia and  
University of Missouri Kansas-City  
Schools of Law  
present:

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University of Missouri – Columbia  
School of Law, Courtroom  
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**Kansas City, Missouri**  
Friday, June 8, 2007  
UMKC School of Law  
E.E. (Tom) Thompson Courtroom

Great adverse depositions are rare because few trial attorneys have studied, let alone mastered, the discipline of deposition cross-examination. This seminar teaches this discipline as never before... in a way that is brilliant and entertaining.

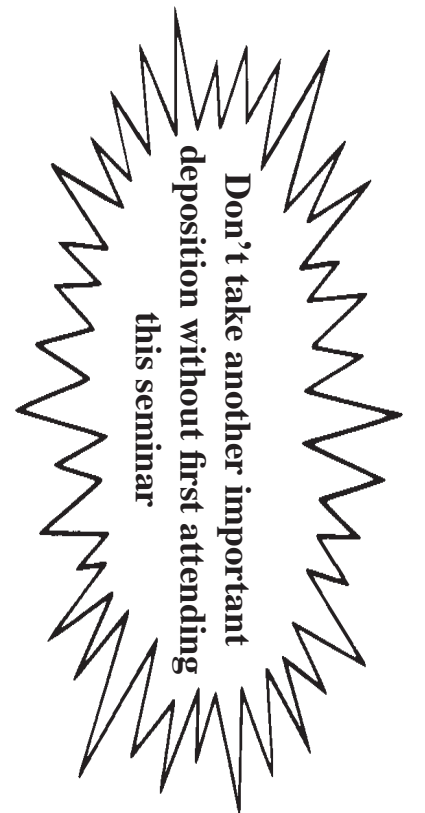
*The most valuable seminar I've ever attended.  
Musante is excellent. – Lisa Lukaszewski, 6-yr atty.*

See [www.killerdepo.com](http://www.killerdepo.com) for more information and  
thousands of rave reviews.

*Excellent seminar & the easily recognized real world examples  
of the principles provide a firm foundation for the presentation.  
Excellent speaker. Lee Smithyman, 28-yr. atty.*

University of Missouri-Kansas City  
Continuing Legal Education  
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Kansas City, MO 64110-2499

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