



NEWSLETTER

TO: MEMBERS, HASTINGS COUNTY LAW ASSOCIATION

FROM: JUDITH DALE

DATE: AUGUST 2017

RE: ANNOUNCEMENTS, CORRESPONDENCE AND UPCOMING EVENTS



1. WHAT'S NEW?

HCLA 2017 CPD #10

REFINING YOUR LITIGATION SKILLS...

Herbert Stern's Trying Cases to Win

Each session is equal to 2.0 hours Substantive

Date: Thursday, September 21, from 4:00 pm to 6:00 pm
Location: Law Library, Quinte Courthouse, 2nd floor
Cost: \$50.00
Future Sessions: October 19, November 16
Area of Law: Criminal Litigation, Civil Litigation

Content

- How to prepare a proper opening statement: the highest form of the art
- Introduction of the opening statement
- How to develop a central theme and strategy for your case
- Opening statement for Plaintiff by Herbert Stern / Critique of Stern's opening
- Develop the facts
- What on the balance of probabilities will succeed? Choose between probabilities
- Introduction to opening for defendant
- Your organization and structure must remain the same
- Reduce your theme to its point of greatest strength
- Discussion of opening for the defense

The advantage of opening first
The burden of proof is worth noting
Willingly accept the burden of proof
Motion in limine for the right to open first/ the motion in limine as a device
The only person who should mention the burden of proof is the one that bears it
Length of openings
How to open the strongest way
Direct examination
How to prepare a witness
Live demonstration: how to prepare a witness for direct examination
Live demonstration: Direct examination of the plaintiff & the use of transition questions

Light refreshments will be offered

To Register:

Contact the law library by email (hcla@on.aibn.com) or by telephone (613.962.2280)

2. NEW ACQUISITIONS AT THE LAW LIBRARY

- **Law Society of Upper Canada Continuing Professional Development**
 - *Evidence in Small Claims Court for Paralegals*
 - *Recreational Property Transactions*
 - *7th Annual Business Law Summit*
 - *Six-Minute Business Lawyer 2017*
 - *Annotated Financial Statement for Family Law Lawyers*

- **Ontario Bar Association Continuing Professional Development**
 - *Real Property Law: Closing Documents – Tips and Traps*
 - *Buying and Selling a Business: A Comprehensive Guide*
 - *The Ultimate Cure for Motion Sickness: Everything You Need to Know About Pre-Trial Motions* [Criminal Justice series]

- **Books available for REFERENCE only – short-term loans**
 - Dodd *Cross-Examination for Depositions*
 - Mamo/McLeod *Annual Review of Family Law 2017*
 - Kaplan/Frazer *Pension Law (2nd edition)*

3. LIBRARY DISCARDS

Please note: due to the demand for the books, requests must be limited to one item per individual request. Thank you.

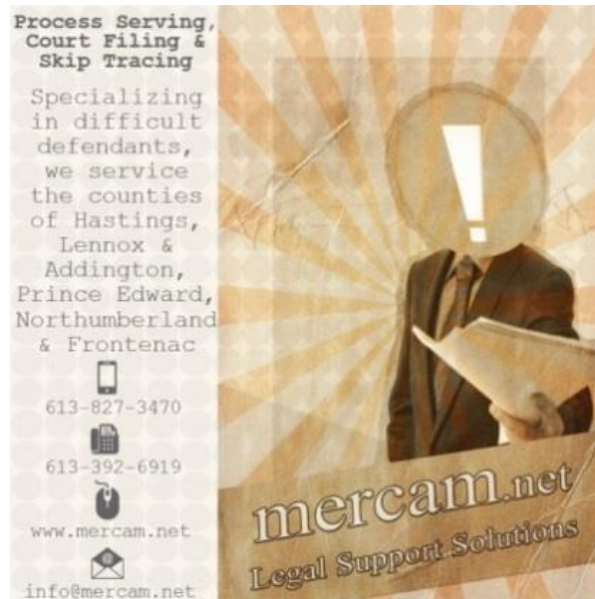
The following books are being withdrawn from circulation. If you are interested in any of these titles, please phone or fax the library and the book(s) will be held for you.

McLaren	<i>Annotated Ontario Personal Property Security Act</i>	2017
Segal	<i>Annotated Ontario Highway Traffic Act</i>	2016
Segal	<i>Annotated Ontario Provincial Offences Act</i>	2016

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