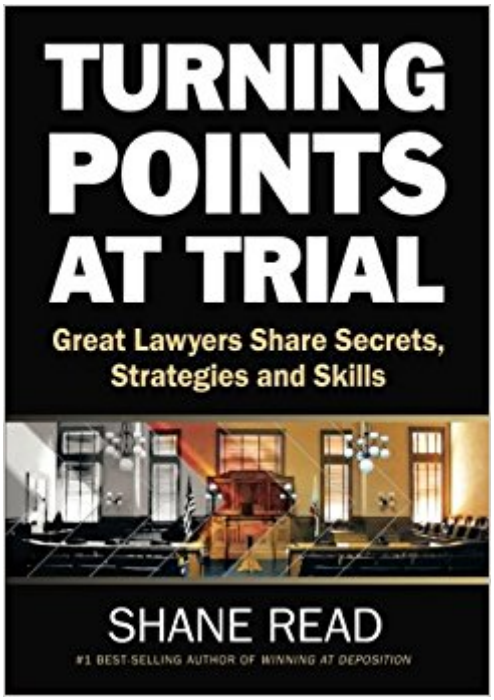
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Turning Points At Trial: Great Lawyers Share Secrets, Strategies And Skills



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Synopsis

Thirteen of the greatest lawyers in the country, such as Robert S. Bennett, Alan Dershowitz, Mark Lanier, Bryan Stevenson, and Tom Girardi share with you the powerful secrets from their most interesting cases, from depositions to trials to appeals. Lawyers can apply these techniques immediately in their practice. Non lawyers will get a front row seat to these fascinating lawyers and the turning points in their most intriguing cases. There are also 447 tips summarized in chapter checklists. Leaders of the best litigation organizations and judges have called Turning Points the best trial advocacy book. In addition, the book's website has related audio and video clips that enhance the lessons that are taught. Today's most successful lawyers benefit from the wisdom described in this book and now you can too. The book is divided into seven parts: opening statement, direct examination, cross-examination, cross-examination of the expert witness, closing argument, deposition, and appellate oral argument. In each part, there are chapters that profile an attorney famous for his or her skills and an analysis of court transcripts where that skill was displayed. For example, chapter one features Mark Lanier, who has achieved nationally recognized record-setting jury awards. Lanier candidly reveals his strategies and secrets for creating a spellbinding opening statement. The author, an accomplished trial attorney and highly acclaimed teacher, then extensively analyzes a court transcript from one of Lanier's famous trials so you can learn the building blocks for an opening statement and apply Lanier's techniques at your next trial. At the end of the chapter, there is a checklist that summarizes Lanier's tips. Other chapters feature highly acclaimed lawyers such as Alan Dershowitz who explains the key to a successful cross-examination and Lisa Blatt, the woman with the most appearances before the U.S. Supreme Court, who shares her secrets for a successful oral argument. In short, this book will teach you everything you need to know from deposition to trial to appellate oral advocacy from the finest lawyers in the USA.

Book Information

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Customer Reviews

The author, Shane Read, deserves much credit for expertly curating a project of this magnitude. Each of the seven main sectionsÃ¢â ¬â •Opening Statement, Direct Examination, Cross-Examination, Cross-Examination of the Expert Witness, Closing Argument, Deposition, and Appellate Oral ArgumentÃ¢â ¬â •contain two or three chapters featuring selected attorneys and (as promised in the title) critical moments in illustrative cases . . . The range of topics is similarly impressive, from medical malpractice and adoption to SUV safety and the death penalty. The cases studied involve diverse elements, such as the Zapruder film, the Roman Catholic ChurchÃ¢â ¬â„¢s sexual abuse scandal, and the brutal attack on a San Francisco Giants fan in the Los Angeles Dodgers Stadium parking lot. Read is a master of organization and elucidation, guiding readers point by point through the testimony (with crucial phrases highlighted in boldface), along with practice tips and notable quotes from the profiled attorney set off in the margins and revisited at the end of each chapter . . . Read structures the text for maximum efficiency and impact . . . As an added bonus, Read has created a companion website to house supplemental materials: video, audio, and additional transcripts. Required reading for trial lawyers, but also exceptionally informative for anyone interested in legal proceedings. Ã¢â ¬â •Kirkus Reviews

Ã¢â ¬Å“Shane Read has written the best book I ever read on the trial of cases Ã¢â ¬â œ including the one I wrote.Ã¢â ¬Â• Ã¢â ¬â •Alex Sanders, Retired Chief Judge, South Carolina Court of Appeals Ã¢â ¬Å“Turning Points at Trial kicks a** and takes names. It uses a unique and effective technique to teach trial skills. Shane Read has interviewed some of the best trial lawyers in America on topics from opening statement to final argument. From each legend Read has gleaned the Ã¢â ¬Å“secretsÃ¢â ¬Â• to their success and then uses actual trial transcripts to hammer home these Ã¢â ¬Å“secrets.Ã¢â ¬Â• He wraps up each chapter with a checklist. Turning Point at Trial is one of the best trial advocacy books I have read in my 46 years of practicing law.Ã¢â ¬Â• Ã¢â ¬â •Dicky Grigg, Past President, International Academy of Trial Lawyers Ã¢â ¬Å“I have seldom, if ever, been very impressed with any legal writing about trial skills or great trial lawyers as they are mostly dull and too elementary. Not any moreÃ¢â ¬â •ReadÃ¢â ¬â„¢s book is the best I

have ever read and is an amazing work which is interesting and fun to read with so many good ideas on every aspect of effective trial presentations.Ã¢â ¬Â• Ã¢â ¬â •Lewis Sifford, Past President, American Board of Trial Advocates Ã¢â ¬Å“Lawyers learn trial advocacy skills by example, and in Turning Points at Trial, Shane Read has showcased an exceptional array of examples from some truly extraordinary trial advocates. These real-world examples are as entertaining as they are instructive, making Turning Points a page-turner as well as a superb trial advocacy textbook.Ã¢â ¬Â• Ã¢â ¬â •Walter B. Huffman, Dean Emeritus and Professor of Law, Texas Tech Univ. School of Law, The 35th Judge Advocate General, United States Army Ã¢â ¬Å“Everything is covered from jury selection to evidence preparation to closing argument and even appellate strategy. The checklists will help any lawyer getting ready for a trial, and the stories are vividly conveyed in a readable, interesting style. Highly recommended.Ã¢â ¬Â• Ã¢â ¬â •Paula Sweeney, Past President, Texas Trial Lawyers Association, Past President, American Board of Trial Advocates (ABOTA) Ã¢â ¬Å“Read reveals diverse strategies, tactics, and skills by preeminent plaintiff and defense counsel to persuade decision-makers. His focus on narrative themes and storytelling in the context of actual cases is invaluable for understanding the trial lawyer craft. By examining the architecture, logic, language, and legal structure of how the most accomplished lawyers design their lawsuits, Read has provided a unique collection of roadmaps for litigation success.Ã¢â ¬Â• Ã¢â ¬â •Francis E. McGovern, Professor of Law, Duke University School of Law, President, Academy of Court-Appointed Masters

Shane Read is the Best-Selling Author of Winning at Deposition (4.8 of out 5 stars: http://amzn.to/2dOMosb) and Winning at Trial (4.8 of out 5 stars: http://amzn.to/2cUR3rg) both of which I have read and highly recommend every law student and member of the bench and bar read. These two books have proven invaluable to me in my litigation practice and I put Turning Points at Trial in their rare company.Turning Points at Trial is Mr. ReadÃƒÂ¢Ã â ¬Ã â„¢s highly anticipated new release taking the reader inside the mind of some of the best trial lawyers in America at the most critical stages of actual cases.This book flawlessly compacts many decades of litigation experience from these best-of-the-best litigators into an accessible and practical resource that every law student, lawyer and judge will learn from.Mr. Read artfully demonstrates how the outcome of actual cases turned on the application of litigation techniques in opening statements, cross-examinations, and closing arguments. If experience is the best instructor then reading Turning Points at Trial is the next best thing--guaranteed. DonÃƒÂ¢Ã â ¬Ã â„¢t go to trial without first having read this masterpiece!

This is probably the most entertaining (and at the same time practical) book that I have read on trial practice. I could not put this book down once I started reading it. I learned more advanced techniques in presentation than any other book I have read on the subject. Especially loved the parts on Opening Statements and Cross-examination (the Mark Lanier section on opening alone would be worth the cost of the book, but there is so much more). Maybe the best part of this book is that the author explores not only how these attorneys would present large interesting cases, but also asks the attorneys about skills that can be used in everyday smaller cases. Great Book, with no filler. You will not regret this purchase!

Excellent -- I read it cover to cover in basically a day. It would be worth a read just for all the good ideas and pointers from the all-star lawyers who are profiled, but there is also a lot of good explanatory material by the author which makes the book much more than just a collection of trial war stories.

This book pulls back the curtain on what makes for a successful trial lawyer. It not only includes excerpts from actual trials, but also tips and strategies from the lawyers themselves based on the authorÃƒÂ¢Ã â ¬Ã â„¢s interviews. IÃƒÂ¢Ã â ¬Ã â„¢m excited to apply the techniques in my own trial practice. I recommend the book to law students, practitioners, and anyone interested in the art of advocacy. It is a pleasure to read.

As someone who isn't a lawyer, I found Turning Points at Trial to be an extremely interesting read. The author interviews well-known attorneys and simplifies what can be learned from his most intriguing trials. The cases were so compelling that I felt it read like a novel. I thoroughly enjoyed this book and would recommend it to any lawyer or individual looking for a thought-provoking read.

This book is engaging and instructive, an in-depth study into strategies used by some of the greatest lawyers in the country. By providing not only transcripts but also personal interviews of these lawyers, Read shows each case in a new light. This book gives valuable insight and is a must-read for anyone interested in trial advocacy.

Great read!

Yet another terrific and useful book from Shane Read. Packed with practical advice that can usually only be learned by doing.

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