

## CONTENTS

Introduction . . . . .	1
1. Challenge Yourself . . . . .	2
2. Be Honest and Ethical. . . . .	4
3. Be Professional . . . . .	5
4. Respect the Court . . . . .	12
5. Protect Yourself . . . . .	14
6. Be Organized . . . . .	16
7. See the Big Picture . . . . .	18
8. Have a Game Plan. . . . .	20
9. Know Your Judge. . . . .	22
10. Prepare Accurate Transcripts of Recordings . . . . .	24
11. Use Demonstrative Exhibits . . . . .	30
12. Prepare Your Witnesses . . . . .	36
13. Dress Appropriately . . . . .	40
14. Speak Clearly . . . . .	42
15. Practice . . . . .	44
16. Learn to Listen. . . . .	45
17. Voir Dire . . . . .	46
18. Opening Statement . . . . .	60
19. Lay Foundations . . . . .	70
20. Ask Clear Questions . . . . .	76
21. Avoid Double Negatives . . . . .	86
22. Know How to Impeach . . . . .	88
23. Objections. . . . .	96
24. Direct Examination . . . . .	108
25. Cross-Examination . . . . .	115
26. Character Witnesses . . . . .	132
27. Expert Witnesses . . . . .	142
28. Closing Argument. . . . .	152
Table of Statutes and Rules . . . . .	177
Secondary Authorities. . . . .	179
Table of Cases. . . . .	181
Index . . . . .	185