



# DEFENSE LAWYER'S PERSPECTIVE

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# Discussion Points

- I. Code of Professional Responsibility
- II. Problem Solving
- III. Solid Skill Set
- IV. Good Listener
- V. Timely and Accurate Recommendations
- VI. No Surprises
- VII. Efficiency

# Code of Professional Responsibility

- A. Ethics
- B. Representing the client to the best of your ability
- C. Law is also a business

# Problem Solving

A. Identify and solve the client's problems

B. New file

- Contact with client
- What has been done; what should or could have been done; and what can be done

C. Goals

# Problem Solving Cont'd

- D. How do we accomplish the goals?
- E. Analyzing new file
- F. Initial letter to client with Action Plan
- G. Contact with opposing counsel

# Problem Solving Cont'd

H. Discovery

I. Deposition

J. IMEs and expert depositions

# Problem Solving Cont'd

K. No surprises (VI above)

L. Hearings

- Opening Statement
- Direct Examination
- Cross-Examination
- Closing Argument

# Problem Solving Cont'd

J. Efficiency and good listener (IV and VI above)



# Conclusion

