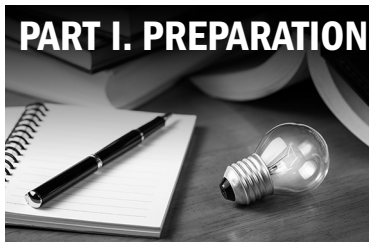




Preface xxix



CHAPTER 1 ► INVESTIGATION OF THE FACTS 3

I. Begin at the Beginning—Interview Your Client 4

- A. Attorneys Need to Know What Happened 5
- B. How to Interview to Get the Most Information 5

II. Areas of Potential Investigation 8

- A. Investigate Witness Credibility 8
- B. Visit the Scene 9
- C. Online Investigative Tools 11
- D. Freedom of Information Act (FOIA) Requests 12
- E. Video Surveillance 12
- F. Electronic Location Data 14
- G. Receipts, Invoices, Bank Statements, and Other Business Records 15

III. Interview Adverse Witnesses 16

- A. Dress to Disarm 16
- B. Never Underestimate the Value of a Cup of Coffee 17
- C. How to Get Valuable Information from an Adverse Witness 17
 - 1. Resourceful Questioning 17
 - 2. Ethical Considerations in Secretly Recording a Witness 19

IV. Tools for Discovery 20**V. E-Discovery and ESI 22**

- A. Common Items of Electronically Stored Information 23
 - 1. Metadata 23
 - 2. Emails and Electronic or Text Messages 23
 - 3. Collaboration Apps 23
 - 4. Electronic Documents 24
 - 5. Blockchain Evidence 24
- B. E-Discovery Methodology 24
 - 1. Identification, Preservation, and Collection of ESI 25
 - 2. Document Review, Processing, and Analysis 26
- C. Production and Presentation of ESI at Trial 27

VI. Finishing Your Investigation 27**TEAR OUT: INVESTIGATION CHECKLIST 29****CHAPTER 2 ► PRELIMINARY CASE ANALYSIS 33****I. Using Jury Instructions for Case Analysis 33**

- A. The General Charges 34
- B. The Specific Charges as to Each Crime or Cause of Action 35
- C. The Initial Proof Matrix 35

II. Organizing Your Data and Documents 36

- A. The Annotated Timeline 37
 - 1. Examples of Different Timelines 37
 - a. Timeline of a Party's Life: Helen L 37
 - b. The Event Timeline 38
- B. Identifying Potential Exhibits 40
 - 1. Exhibits for Possible Admission into Evidence at Trial 40
 - 2. Deposition or Hearing Exhibits 40
 - 3. Exhibits for Questioning but Not for Admitting into Evidence 41

III. Using Trial Software to Organize 41

- A. Digital Tools 41
- B. Case Analysis Software 42
- C. Trial Presentation Software 42

IV. Assessing Scientific and/or Forensic Data 43

- A. Expert Qualifications 44
- B. Methodology 45
- C. Effect of the Scientific or Forensic Evidence 45

V. Pretrial Testimony 45

- A. Depositions 46
 - 1. What Am I Doing in a Deposition? 46
 - 2. How to Prepare for a Deposition 47
 - 3. Questioning the Deposition Witness—Round to Ground 48
 - a. Demanding Specifics and Extracting Details 49
 - b. Recrafting Questions in Deposition Testimony for Impeachment 50
 - 4. Film the Deposition 51
- B. Suppression Hearings in a Criminal Case 52
 - 1. The Suppression Hearing for the Prosecutor 52
 - a. Preparing Your Witnesses 53
 - b. Asking Questions 54
 - 2. The Suppression Hearing for the Criminal Defense Attorney 54
 - a. Seeking Suppression 54
 - b. Seeking Discovery 56
 - c. Setting Up Impeachment for Trial 57

TEAR OUT: PROCESS GUIDE FOR DEVELOPING A PROOF MATRIX AND CHECKLIST FOR PRETRIAL TESTIMONY 59

CHAPTER 3 ► CREATING A THEORY OF THE CASE 61**I. Scientific Method for Lawyers 61**

- A. The Art of Trial Mastery 62
- B. The Science of Trial Mastery 63

II. The Process 63

- A. The Facts 63
 - Step 1: Identify the Undisputed Facts 64
 - Step 2: Observe the Facts 66
 - Step 3: Document the Patterns and Connections 67
 - Step 4: Brainstorm 68
- B. Legal Genres 68
 - 1. Criminal Law 68
 - 2. Civil Litigation 69
- C. Tagging the Players 70
 - 1. To Begin 70
 - 2. The Main Focus Begins to Emerge 72
- D. The Test Drive 73
- E. Adding the Symphony to the Stage 74
 - Step 1: Search for the Elemental Truth in Your Case 74
 - Step 2: Choose Lyrical Words and Phrases that Embody the Story of the Case 75

III. Putting It All Together 76

CHAPTER 4 ► TRIAL IN A BOX: MOBILIZING THE CASE THEORY 81

I. The Case Theory Proof Matrix 81

II. Organizing the Law 87

- A. Motions in *Limine* 88
- B. Bench Briefs 88
- C. Case Law and Statutes 88

III. Organizing the Evidence 88

- A. For Direct Examination 89
- B. For Cross Examination 90
 - 1. Witness Statement Charts 90
 - 2. Transcript Keys 91
- C. The Witness List 93
 - 1. Advance Written Notice for Special Witnesses 94
 - 2. Witness Lists in Criminal Cases 94

IV. Boxing the Exhibits 95

- A. Order and Organization 95
 - 1. The Exhibit List 95
 - 2. The Importance of an Exhibit List 96

V. The Finished Trial in a Box 97



CHAPTER 5 ► SELECTING THE RIGHT JURY FOR YOUR THEORY 101

I. The Purpose of Voir Dire 101

- A. The “Cause” Challenge 102
- B. The “Peremptory” Challenge 102
- C. Selection Procedure 103

II. General Propositions 105

- A. Observe and Analyze the Full Panel 105
- B. Interact with Your Client During Jury Selection 106
- C. Social Media/Internet Research During Jury Selection 106

III. The Voir Dire 108

- A. The Initial Questioning by the Judge 108
 - 1. First Impressions 108
 - 2. Learning from Opposing Counsel's Voir Dire 109
- B. Attorney Voir Dire 109
 - 1. What to Look for During Voir Dire 109
 - 2. Open-Ended Questions 110
 - 3. Use Your Case Theory to Voir Dire 110
 - 4. Framing Cause Challenges 111
 - 5. Time Limits 113
- C. Judicial Voir Dire 114
 - 1. How to Impact Court Questioning—Written Objections 114
 - 2. Oral Objections 115
 - 3. What Success Looks Like 115

IV. Selection Poker—The Strategy of the Strike 116

- A. Jury Selection Basics 116
 - 1. The Struck (or Strike) System 116
 - 2. The Sequential or “Jury Box” Method 117
- B. Selection Strategy 118
 - 1. The First Jurors Should Be Your Strongest 118
 - 2. Keep Looking Ahead 118
- C. *Batson* Challenges 119
- D. Selection of Alternate Jurors 120
 - 1. The Importance of Alternate Number 1 121
 - 2. Horse-Trading for Alternates 121

TEAR OUT: SAMPLE QUESTIONS FOR COMMON JURY SELECTION ISSUES 123**CHAPTER 6 ► HOW TO CRAFT A WINNING OPENING 125****I. General Principles 125**

- A. Opening Statement, or Opening Argument? 125
- B. Purpose—Why Open at All? 127

II. The Importance of Storytelling 128

- A. Why Story? 129

1. What Are the Components of the Story? 130
 - a. Convey Central Theory, Convey Themes, and Introduce Labels 130
 - b. Cement Personal Credibility 130
 - c. Identify the Responsible Person, Place, or Thing 131
- B. Inoculate Jurors to Bad Facts 132
- C. Tell Them What You Expect Them to Do 134

III. The Structure of a Winning Opening 135

- A. Fighter Bombing 135
 1. Organization of the Facts 135
- B. Build the Tension 136
 1. Universally Relatable Truth 136
 2. Goals and Actions 137
 3. Pace the Action 137
 4. Snapshots in Time 137
- C. Solve the Problem 138

IV. Persuasive Techniques 138

- A. Don't Walk and Talk 138
- B. Don't Stand Behind Anything 138
- C. Don't Read or Memorize Your Opening 138
- D. Show Respect 139
- E. Stand Close to the Jury, but Not Too Close 139
- F. Use Visuals 139

TEAR OUT: PROCESS GUIDE FOR STRUCTURING AN OPENING 141

CHAPTER 7 ► CRAFTING THE DIRECT EXAMINATION 143

I. The Fundamental Purpose of Direct Examination 143

- A. What Are We Trying to Accomplish? 143
- B. Who Is Called for Direct Examination? 144
- C. What Is Included in Direct Examination? 145

II. The Proper Format of Direct Examination 145

- A. Crafting the Open-Ended Question 146
 1. Use the Six "WH" questions 146
 2. Ask the Witness to Describe or Explain Using the Five Senses 146
 3. Beware of Overly Broad Questions 147
- B. Leading Questions on Direct Examination 147

III. Techniques 150

- A. Clear, Concise Language 150
- B. Ask Simple, Noncompound Questions 151
- C. Looping 151
- D. Presence 153
- E. Tone of Voice 153
- F. Movement 154
 - 1. Attorney Movement 154
 - 2. Witness Movement 155

IV. Preparing a Witness for Direct Examination 155

- A. Beginning Witness Preparation 156
 - 1. Review the Witness's Prior Statements or Testimony 156
 - 2. Re-interview the Witness 157
- B. Practice Admitting and Using Exhibits 158
 - 1. Practice the Foundation Questions for Admitting the Evidence 158
 - 2. Anticipate Objections and Opposing Counsel's Possible Voir Dire 159
 - 3. Using the Exhibit During Direct Examination 159
- C. Preparing for the Courtroom and Trial 159
- D. Preparing for Cross Examination 160
 - 1. The Four Answers of Cross Examination 160
 - 2. Prepare the Witness to Maintain Demeanor 163
 - 3. Two Commonly Troublesome Questions 164
 - 4. What to Say When You Don't Know What to Say 165

V. The Structure and Execution of an Effective Direct 165

- A. Chronological Structure 166
- B. Storytelling Structure 167
- C. The Beginning of an Effective Direct 168
- D. The Middle of an Effective Direct 170
- E. Taking the Sting Out of "Bad" Facts 172
- F. How to End Direct Examination 174
 - 1. The Statement Technique 174
 - 2. The Evidence Technique 175
 - 3. How Not to End Direct—"Asked and Answered" 175

VI. Redirect Examination 176

TEAR OUT: SIMPLE STRUCTURE FOR A CHRONOLOGICAL DIRECT EXAMINATION AND SIMPLE STRUCTURE FOR STORYTELLING DIRECT EXAMINATION 179

CHAPTER 8 ► THE ART AND SCIENCE OF CROSS EXAMINATION 181

I. The Fundamental Purpose of Cross Examination 182

- A. What Are We Trying to Accomplish? 182
- B. Who Should Be Cross Examined? 183
- C. Why Is Cross Examination So Important? 183

II. The Structure of an Effective Cross Examination 184

- A. First, a Few Rules 184
 - 1. Don't Yell at a Witness 185
 - 2. Don't Use Chronology on Cross 185
 - 3. Drive Your Case Theory Through Cross 185
 - 4. Control the Witness 186
 - 5. Don't Rehash the Direct 186
- B. Learn the "Language" of Cross Examination 187
- C. The Methodology—How to Ask Cross Examination Questions 188
- D. Start Strong 189
 - 1. The "First Three Questions" Method 190
 - 2. Example of the First Three Questions Method 191
- E. Wading into the Middle 192
 - 1. The End Around 193
 - 2. Use Transitions 194
 - 3. Close Down Excuses 195
- F. Beware the Sucker Punch 197
- G. Crossing in the Void 199

III. Completing Your Cross 201

- A. End Strong 201
- B. Primacy, Recency, Repetition 201
- C. Don't End on a Point Scored by Your Opponent 202

IV. Redirect and Recross Examination 202

**TEAR OUT: THE THREE PURPOSES OF CROSS EXAMINATION AND THE DOS
AND DON'TS OF CROSS EXAMINATION 204**

CHAPTER 9 ► HOW TO IMPEACH WITH POWER AND PRECISION 207

I. The Purpose of Impeachment 207

- A. What Is Impeachment Material? 208
- B. Where to Look for Impeachment Material 208
- C. Ingredients of Effective Impeachment 209

II. Impeachment Technique—The Basic Formula 210

- A. Impeachment by Prior Inconsistent Statement 210
 - 1. Step 1: COMMIT the Witness to the Current Testimony 210
 - 2. Step 2: CREDIT the Circumstances of the Prior Statement 211
 - 3. Step 3: CONFRONT the Witness with the Prior Inconsistent Statement 212
 - 4. Memorize This Formula 213
- B. Slight Adjustments for Various Forms of Prior Inconsistent Statements 213
 - 1. Prior Sworn Testimony 213
 - 2. Statements That Are Not Sworn but Given Under Official Circumstances—Police Interviews, Doctor-Patient Interviews, Business Records 214
 - 3. Statements Given Orally in Nonofficial Circumstances 215
- C. Impeachment by Omission 216
 - 1. Omission—Unsworn While Witness Is Asked General Questions 217
 - 2. Omission—Unsworn Witness Asked Specific Question 218
 - 3. Omission—Sworn While Witness Is Asked General Questions 219
 - 4. Omission—Sworn While Witness Is Asked Specific Question 219
- D. Impeachment with Prior Bad Acts 220
 - 1. Impeachment with Criminal Conviction 221
 - 2. Impeachment with Conduct Underlying an Arrest or Conviction 222
 - 3. Impeachment with a Prior Bad Act Not Resulting in Arrest or Conviction 226
- E. Impeachment With Real Evidence 227

III. Completing Impeachment—What About the Witness’s Answer? 228

- A. Witness Admits the Prior Inconsistency 229
- B. Witness Denies the Prior Inconsistency 229

TEAR OUT: THE IMPEACHMENT FORMULAS 231**CHAPTER 10 ► SPECIAL WITNESSES 235****I. The Police Witness 235**

- A. What to Do with “I Don’t Recall” 236
 - 1. Demonstrate the Absurdity of the Position That the Officer Doesn’t Remember 236
 - 2. Focus on the Practical Concept That a Police Officer Must Have a Decent Memory 237

3. When You Have a Prior Statement on a Point That the Officer “Does Not Recall,” Impeach with the Prior Statement 237
- B. Challenging an Officer’s Version of Events 237
 1. First, Challenge the Lack of Documentation 238
 2. Challenge the Officer’s Version of Events as Illogical and/or Absurd 238
 3. Challenge the Testimony by “Crossing in the Void” 238
 4. Challenge with Questions That Anticipate a Future Witness with a Different Version of Events 239
- C. Exposing the “Big Four” — Bias/Hostility/Interest/Motive 239
 1. Bias and/or Hostility: Start by Backing Up and Giving Context 240
 - a. Class/Race Differences: Where Did the Officer Grow Up and Compare/Contrast to the Neighborhood the Incident Took Place in, if Applicable 240
 - b. Ask Questions About the Assumptions Made by This Officer, if Applicable 240
 - c. Ask Directly If the Officer Has Ever Had Any Dangerous or Life-Threatening Experiences in that Neighborhood or Had on the Force Who Have Had Such Experiences 240
 - d. Probe Officers Who Have Strongly Held Beliefs and Feelings About the Particular Community 240
 2. Interest 241
 3. Motive and Motive to Lie 241

II. The Child Witness 242

- A. The Approach 243
 1. Get Small 243
 2. Have a Child-Friendly Appearance 243
 3. Be the Nice Teacher 243
- B. The Voir Dire on a Child’s Ability to Understand the Need to Tell the Truth 243
- C. How to Challenge Rote Testimony: Use Open-Ended Questions 245

III. Forensic Experts 246

- A. The *Daubert* Hearing 248
 1. Cross Examination at the Hearing 249
 2. If the Testimony Is Ruled Admissible 249
- B. Challenging Forensic Testimony at Trial 250
 1. Challenging Firearm and Tool Mark Identification 250
 2. Challenging Forensic Cell Site Analysis 252
 3. Authoritative Texts 254

IV. Scientific Experts 255

- A. Challenging DNA Evidence at Trial 255
 1. What Is DNA? 255
 - a. The Basics 255

- b. The Building Blocks of DNA 256
- c. The DNA Structure 257
- 2. Noncoded DNA as a Tool for Forensic Identity Testing 258
- 3. The Methodology and Some Challenges Available 258
 - Step One: Examining the Collection, Extraction, and Amplification of DNA 258
 - a. Collection of the Sample 259
 - b. Extraction and Amplification 261
 - Step Two: Examining the Development of the DNA Profile 261
 - Step Three: Assessing the Veracity of a DNA Result 264
 - 1. Did the Sample Contain Enough DNA? 264
 - 2. Is the Sample of Sufficient Quality? 264
 - 3. Is the Sample a Mixture? 265
 - 4. How Sure Can We Be of the Analyst's Conclusions? 267

V. Medical Experts 268

- A. What Is the Expert Being Called For? 269
- B. What Facts or Data Is the Testimony Based On? 270
- C. The Hypothetical Question 270
- D. Medical Experts Who Are Not Doctors 272

VI. The Criminal Defendant 272

- A. Where to Locate Information for Cross of a Criminal Defendant 273
 - 1. Defense Counsel's Pretrial Motions 273
 - 2. Plea Negotiations 274
 - 3. Defense Counsel's Opening Statement 274
- B. Planning the Cross Examination: Getting Admissions 274
- C. The Devil Is in the Details 275
- D. The Interested Witness Cross 275
- E. The Prosecutor's Special Obligation to the Defendant 276

CHAPTER 11 ► CLOSING ARGUMENT (OR SUMMATION) 277

I. General Principles 278

- A. Argue the Evidence 278
- B. Include Fair Comment on the Evidence 278
- C. Comment on the Failure of Your Adversary to Deliver on Promises 279
- D. Use Real and Documentary Evidence in a Visual Manner 279
- E. Highlight the Important Jury Instructions 279

II. How to Structure Your Closing Argument 280

III. Message Islands 281**IV. Persuasive Techniques 283**

- A. Speak Simply and Clearly 283
- B. Start Strong and End Strong 283
- C. Use Nonverbal Communication Effectively 284
- D. Outline and Do Not Write a Speech 284
- E. Talk to the Jury, Not at Them 286
- F. Be Yourself 286
- G. Speak Confidently and with Passion 287
- H. Mark Your Territory 287

V. Use Visuals 287**VI. Practice Your Closing 288****VII. The Law of Closing Argument 288**

- A. The Line Between “Fair Comment” and Denigrating Opposing Counsel 288
- B. Draw Inferences but Do Not Ask the Jury to Speculate 289
- C. Do Not Ask a Jury to “Nullify” the Law 289
- D. Keep Your Personal Opinions Out of Your Closing 291
- E. Don’t Ask the Jury to “Send a Message” Unless You are Asking for Punitive Damages 291

VIII. Oratorical Fireworks 292**TEAR OUT: THE TOOLS OF ARGUMENT 293****CHAPTER 12 ► COURTROOM DYNAMICS 297****I. The Playing Field 298**

- A. The Physical Space 298
 - 1. The Logic Behind the Layout 298
- B. Occupying the Physical Space 299
 - 1. Adjust the Well to Your Comfort Level 299
 - 2. Occupy the Entire Physical Space 300

3. Ask Questions 301

II. How to Present Yourself in the Courtroom 301

- A. Dressing to Win 301
- B. A Winning Attitude 302
 1. It's Not About You 303
 2. Smile 304
 3. Heads Up 304
- C. Authenticity 305
- D. The Moral High Ground 305

III. Dealing with Court and Counsel 306

- A. Dealing with Difficult Judges 307
 1. Make a Record 307
 2. Just Say No 309
 3. Make an Offer of Proof 310
 4. Judicial Bias 311
 - a. Deducing Bias 311
 - b. Dealing with Bias 312
 - c. Moving for a Mistrial 312
- B. Dealing with a Difficult Adversary 313
 1. Assume the Worst 314
 2. Document Everything 315
 3. Demand Details 315
 4. Stay a Step Ahead by Anticipating Issues 316

IV. Using Technology in the Courtroom 316

- A. Smart Courtrooms 317
 1. The Document Camera 318
 2. The Integrated Lectern 318
- B. How to Use a Smart Courtroom Effectively 318
 1. Organize Exhibits on Your Laptop with Litigation Software Programs 319
 2. Demonstrative Animations 319
 3. Annotation Equipment 320
 4. Creative Ways to Use the Smart Courtroom 320
- C. Pretrial Issues 321
 1. Common Objections to Technical/Digital Displays of Evidence 321
 2. Shared Use of Equipment 322

CHAPTER 13 ► ADVOCACY THROUGH OBJECTIONS 323

I. Preserving the Record for Appeal 323

- A. What Is “The Record”? 324
 - 1. Protecting the Record 325
 - 2. How to Place Matters on the Record 325
 - 3. Remain on the Record During Trial 326
- B. Why Is Preserving the Record So Important? 327
 - 1. The Principle of Finality 327
 - 2. Preserving the Record Changes Trial Behavior 328
- C. The Opportunity to Cure 329
 - 1. Objection Sustained 329
 - 2. Curative Instruction 329
 - 3. Motion for a Mistrial 330
 - 4. Other Cures for Error at Trial 331
 - a. Move to Strike a Witness’s Testimony (Either in Part or Entirely) 331
 - b. Move for a Hearing, or to Reopen a Hearing, Midtrial 332
 - c. Move to Question Jurors Individually on Their Ability to Be Fair After Some Prejudice Occurs 332
 - d. Ask that Previously Excluded Evidence Now Be Admitted in Response to Error 333
 - e. Be Creative in Trying to Cure Error 333

II. How to Object 333

III. Some Common Objections During Opposing Counsel’s Examination 334

- A. Objections to the Form of a Question 334
- B. Questions “Asked and Answered” 335
- C. Questions That Ask a Witness If Other Witnesses Are Lying 335
- D. The Answer Is Not Responsive to the Question 336
- E. The Answer Is Hearsay 336
- F. The Answer Contains an Improper Opinion 337
- G. Objections to the Judge’s Comments on the Credibility of Witnesses or Evidence 337

IV. When You Don’t Know the Legal Basis for an Objection 338

- A. Is It a Fairness/Prejudice Issue? 338
 - 1. The Rule 403 Balancing Test 338
 - 2. Ask the Judge to Cure the Error 339
- B. Is It a Notice Issue? 339
- C. Is It a Damage Control Issue? 340
 - 1. Too Many Moving Parts 340
 - 2. Human Breakdown 341
 - 3. Juror Unrest or Inattention 342

VI. When Should I Object and When Should I Not? 343

TEAR OUT: OBJECTION CHEAT SHEET 345

CHAPTER 14 ► INTRODUCING EVIDENCE AT TRIAL 347

I. The Evidence Battle 348

- A. Relevance and Fairness 348
 - 1. Before All Else—Relevance 349
 - 2. After Relevance, Fairness 349
- B. Authentication—Is the Object What It Purports to Be? 350
 - 1. Unique Objects 350
 - 2. Generic Objects—Chain of Custody 351
 - 3. Stipulations 352
 - 4. Photographs 353
 - 5. Recordings 353
 - 6. Writings that Are Not Business Records 355
 - 7. Scientific Evidence 355

II. The Process of Moving Items into Evidence—Exhibits 357

III. Documentary Evidence 359

- A. Hearsay Issues 359
- B. When in Doubt, Keep It Out 360
- C. Critical Evidentiary Foundations for Documents 360
 - 1. The Business Records Exception 360
 - 2. Past Recollection Recorded 361

IV. Electronic Evidence 362

- A. Text Messages, Chat Room Messages, and Instant Messages 362
- B. Emails 365
- C. Social Media Pages 366
- D. Websites and Computer Downloads 367

V. Opposing Real and Documentary Evidence 368

- A. The *Voir Dire* 368
- B. The Rule of Completeness 369
- C. In *Limine* Motions 370

TEAR OUT: FOUNDATIONS FOR AUTHENTICATION OF EVIDENCE 371

CHAPTER 15 ► USING AND OPPOSING SOCIAL MEDIA EVIDENCE 375

I. Using Social Media Content as Proof 375

- A. Proving Intent or Knowledge 376
 - 1. Single Statement Posts, Comments, or “Likes” 376
 - 2. Blogs 377

- B. Proving Emotional Distress or Physical Injury 378
- C. Proving Notice for Civil Actions 379
- D. Proving Conspiracy or Collusion 379

II. Impeachment with Social Media 381

III. Effectively Opposing the Admission of Social Media 382

- A. Preclusion 382
- B. Suppression 383
- C. Redaction 384
- D. Access 386

IV. Effectively Opposing the inferences Drawn from Social Media 386

- A. Jumping to Conclusions 387
- B. The Perils of Exaggeration 387
 - 1. Showing Exaggeration on a Website 388
 - 2. Showing Exaggeration in Posts and Online Videos—Business Puffery 388
 - 3. Posts and Online Videos—Disproving Physical Injury 389
 - 4. Showing Exaggeration in Online Music or Other Videos 390

V. Know What's Out There 391

CHAPTER 16 ► THE END GAME: AFTER YOU CLOSE, WHAT NEXT? 393

I. Preparing for Jury Deliberations—The Jury Charges 393

- A. Tailoring Jury Charges 394
 - 1. An Example in a Criminal Case 394
 - 2. An Example in a Civil Case 395
- B. Timeliness of a Request to Charge 395

II. Jury Notes 396

- A. Hints 397
 - 1. Readbacks of Testimony 398
 - 2. Exhibits 399
- B. Requests to Clarify the Law or Readbacks of the Charges 400
 - 1. Reading the Tea Leaves from Early Notes 400
 - 2. Requests for Readback or Clarification of Charges After Substantial Deliberation 400
 - 3. What Needs to Be Read Back on a Recharge? 402

III. Jury Deadlock Notes 403

- A. Actions in the Early Going 403
- B. Deadlock Notes More Than a Few Hours into Deliberations 403
- C. The *Allen* Charge 404
 - 1. The Charge in the *Allen* Case 405
 - 2. *Allen* Charges Today 405
 - 3. Dealing with an *Allen* Charge 406
- D. Partial Verdicts 407

IV. Polling the Jury 407**V. The Final Note 408**

TEAR OUT: SAMPLE *ALLEN* CHARGE 409

***Index* 411**

