

The Opening Statement

- Is the opportunity to tell your client's side of the story
- Like all good stories there is:
 - A beginning (introduction – who are you? what are you doing in court? Etc.)
 - A middle (your version of events)
 - An end (what do you want the judge/jury to find?)
- Remember the Judge/Jury have no idea what your case is about – tell them!
- Use the opening to tell what you are going to prove/show through your witnesses
- Anticipate what the other side is going to show through their witnesses and counter it
- Remember – opposing counsel is your “friend” and when you suggest something to the Judge you “respectfully submit”

Closing Summations

- Is an opportunity to summarize your case and why your client should win
- What did you prove?
- What holes were in the opposing side's case?
- Why should the Judge/Jury find for you?