



Intermediate Trial Skills: Exploring Tools and Techniques

THURSDAY, MARCH 5, 2026

Approved for 3.0 CLE Credits
(3.0 Law & Legal Procedure).
\$159 - Standard

Washington State Bar Association
1325 Fourth Ave., Suite 600 | Seattle, WA 98101

WEBCAST
ONLY

DESCRIPTION

Successful trial practice demands mastery of diverse tools and techniques while maintaining the ability to think fast and be resourceful. In this seminar, participants will explore a variety of these skills: the art of persuasion, the critical role of expert witnesses to tell the story, and the power of voice and nonverbal communication to enhance engagement and establish authority in the courtroom. Using discussion and demonstration, presenters will share insight into the multifaceted world of trial practice, beyond the procedural elements.

FACULTY

Gene Phillips - PF2 Securities Evaluations, Inc., Los Angeles, CA
Kristi Foster - Foster Voice Studio, Vancouver, WA
Paul Sewell - PWRFL, Seattle, WA
Hugh Barber - HKM Employment Attorneys LLP Trial Practice Group, Seattle, WA

SCHEDULE

12:40 p.m. > Webcast Log-In Opens

12:55 p.m. > Welcome and Introductions

- **Jennifer Holderman** - Washington State Bar Association, Seattle

1:00 p.m. > Gone in 60 Seconds: How Experts Go Awry, Time and Time Again in Commercial Litigation

45 minutes, 0.75 credits L&LP

The presenter will share insights and experience as to non-obvious, thematic issues with experts and their reports, that counsel should watch out for in hiring and instructing their experts, or probe deeply or seize on when dealing with opposing experts. The program will provide real world examples of these costly mistakes and how they can impact litigation. Whether you are the retaining attorney or are examining an opposing witness, you will learn how to spot these themes and either mitigate them or use them to your client's advantage.

- **Gene Phillips** - PF2 Securities Evaluations, Inc., Los Angeles, CA

1:45 p.m. > Maximizing Juror Engagement: Mastering the WHO and the HOW of Courtroom Communication

75 minutes, 1.25 credits L&LP

The stakes are never higher as a communicator than when you are in a courtroom. In that moment, you are not going to win by brute strength; you are going to win with your voice. Yet, how much time is spent working on developing the voice?

In this presentation, the presenter will teach the critical elements of the voice and nonverbal communication for maximizing juror engagement and establishing authority in the courtroom. She'll break down the types of jurors that are usually present on a panel and how to more effectively communicate with them — moving beyond WHAT you say to HOW you say it — to keep them interested and able to learn.

- **Kristi Foster** - Foster Voice Studio, Vancouver, WA

3:00 p.m. > Break

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WSBA CLE #26697 WEB

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Attorneys LLP Trial Practice Group,

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SCHEDULE

3:15 p.m. > Trial as a Living Thing: Listening, Learning and Understanding the Foundation of Persuasion

60 minutes, 1.0 credits L&LP

Every case includes motions, voir dire, opening statements, direct and cross-examination, and closing argument. Persuasion happens when you enable these pieces to work together. The most persuasive trial lawyers see trials as a connected narrative rather than a series of isolated events. Each phase informs the next, and preparation should reflect that continuity. Don't just present your finder of fact a series of individual "snapshots". Instead, build them a factual and legal mosaic. Help your judge or jury understand not just what happened, but why it matters.

- **Paul Sewell** - PWRFL, Seattle, W
- **Hugh Barber** - HKM Employment Attorneys LLP Trial Practice Group, Seattle, WA

4:15 p.m. > Adjourn • Complete Online Evaluations

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Thursday, March 5, 2026 • #26697 WEB

REGISTRATION

To register online, please go to the [registration page](#). Click to add to cart and complete your purchase. You may pay by credit card, or via ACH. Alternatively, you may print and mail an invoice seven business days prior to the program along with your check payable to WSBA. Credit card payments by mail or fax are no longer accepted. Note, our service provider will charge you a separate, non-refundable transaction fee of 2.5% on all bank card transactions.

Effective Oct. 1, 2025, applicable sales tax will be applied to all live seminar registrations (in-person or virtual). For more information, refer to changes to [Washington sales tax law](#).

If special accommodations are needed, please email cle@wsba.org or call toll-free at 1-800-945-9722.

☐ Please omit my name from the networking list made available to exhibitors and/or attendees.

PRICING INFORMATION

☐ **#26697 WEB, attend via webcast, 3/5/26**

☐ \$159 - Standard

Seminar Registration Transfers, Refunds and Cancellations

In most circumstances, if you cannot attend the live event, we can transfer your registration to the on-demand product, once available (8-10 weeks from the program delivery date). Generally, for webcast/webinar registrations, tuition fees may be refunded, less \$25 for processing, for written cancellations postmarked, emailed, or faxed up to the start of the event. For in-person registrations, tuition fees may be refunded, less \$25 for processing, for written cancellations postmarked, emailed, or faxed by 5 p.m. up to three business days before the event. No refunds will be provided after the dates specified. You may also send a substitute in lieu of canceling. *When applicable, specific exceptions to these policies will be noted on individual event registration pages.* Please email cle@wsba.org with any requests or questions.

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