



#11

NEWSLETTER
VOLUME ELEVEN
ISSUE 11



CELEBRATING
10 YEARS AND OVER
10 BILLION IN
SETTLEMENTS &
VERDICTS
PAGE #5 & #20

VALUABLE COURSES

Each month is filled with a roster of courses to meet your case needs.

Giving Trial Lawyers the System they deserve to win, to protect our community safety and deter wrongdoers by holding them accountable.

WORLDWIDE COURSE ACCESS

Schedule posted for 2023

*Now includes The EDGE Verdicts
& Settlements Page #20*

A BETTER LEARNING EXPERIENCE

“Celebrating our 10th Year of Success”

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23 FALL COURSE SCHEDULE



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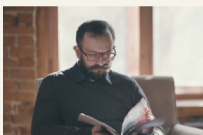
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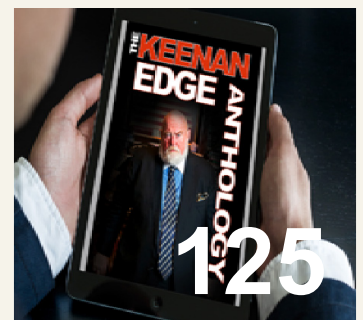
104

GRADUATES



121

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ANTHOLOGY 1-7

14 ONLINE SEMINARS AVAILABLE FOR DOWNLOAD

Welcome to the Keenan Edge Online Seminar - 6 hours

Changes In Juror Attitudes From COVID - 3 hour Trial

Technology Webinar - 4 hour

Virtual Focus Group All -Day - Webinar

Depositions

Voir Dire Online Seminar

2019 Paralegal Online Seminar

2019 Med Mal Online Seminar

2019 Tractor Trailer Online Seminar

2020 Med Mal Seminar – Virtual

2021 Employment Online Seminar

2021 Traumatic Brain Injury Seminar

2021 Medical Malpractice Seminar

2021 Premises Virtual Seminar

2021 Traumatic Brain Injury Seminar

2022 List - Available soon

2023 List - Med Mal Seminar



Mr. Keenan in Costa Rica reviewing the Edge Stools to remind students about the fundamentals of an Edge Case.



Visit our website today to order your download:
<https://keenantrialinstitute.com/products/>

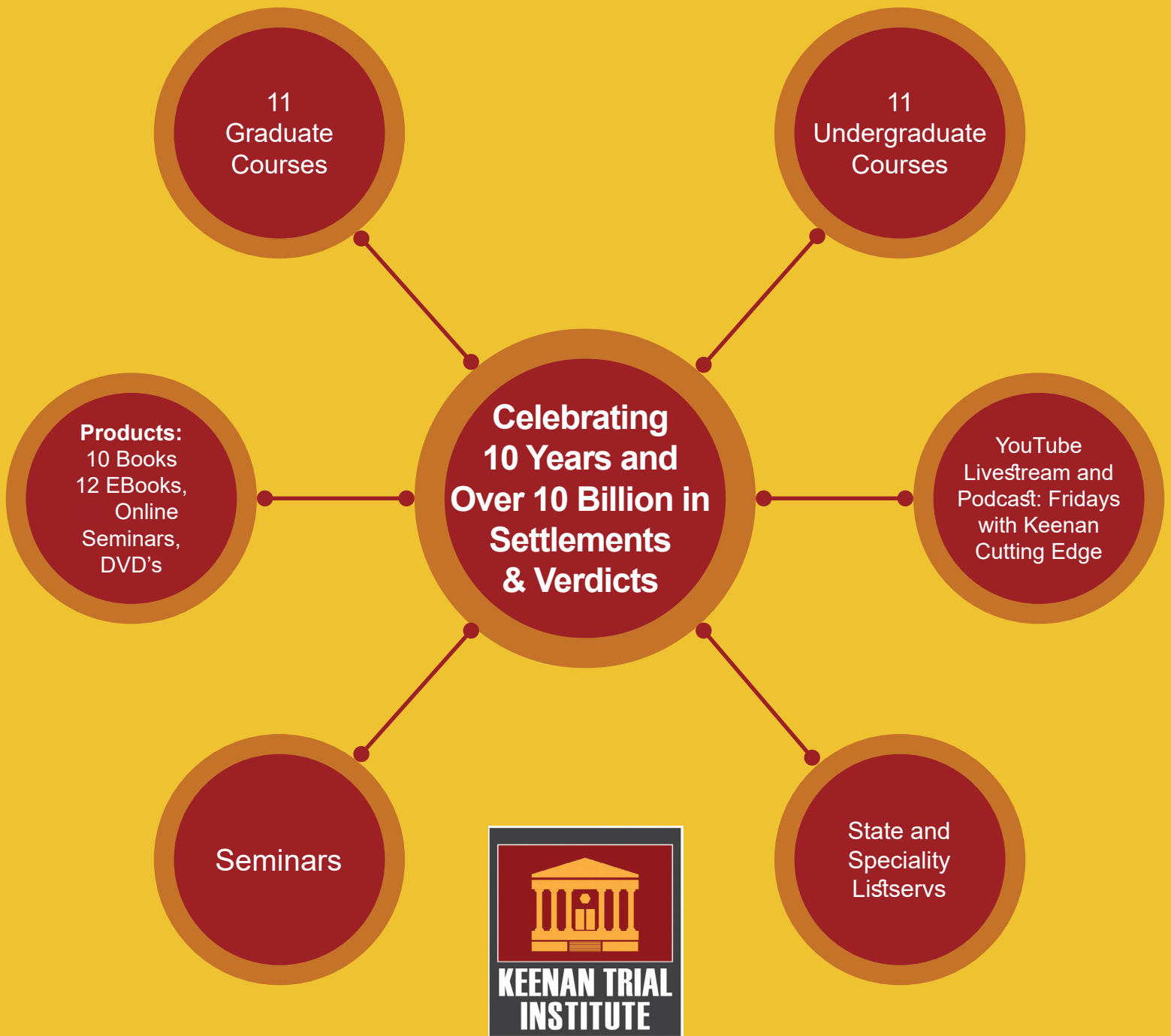
Keenan Trial Institute's Mission Statement

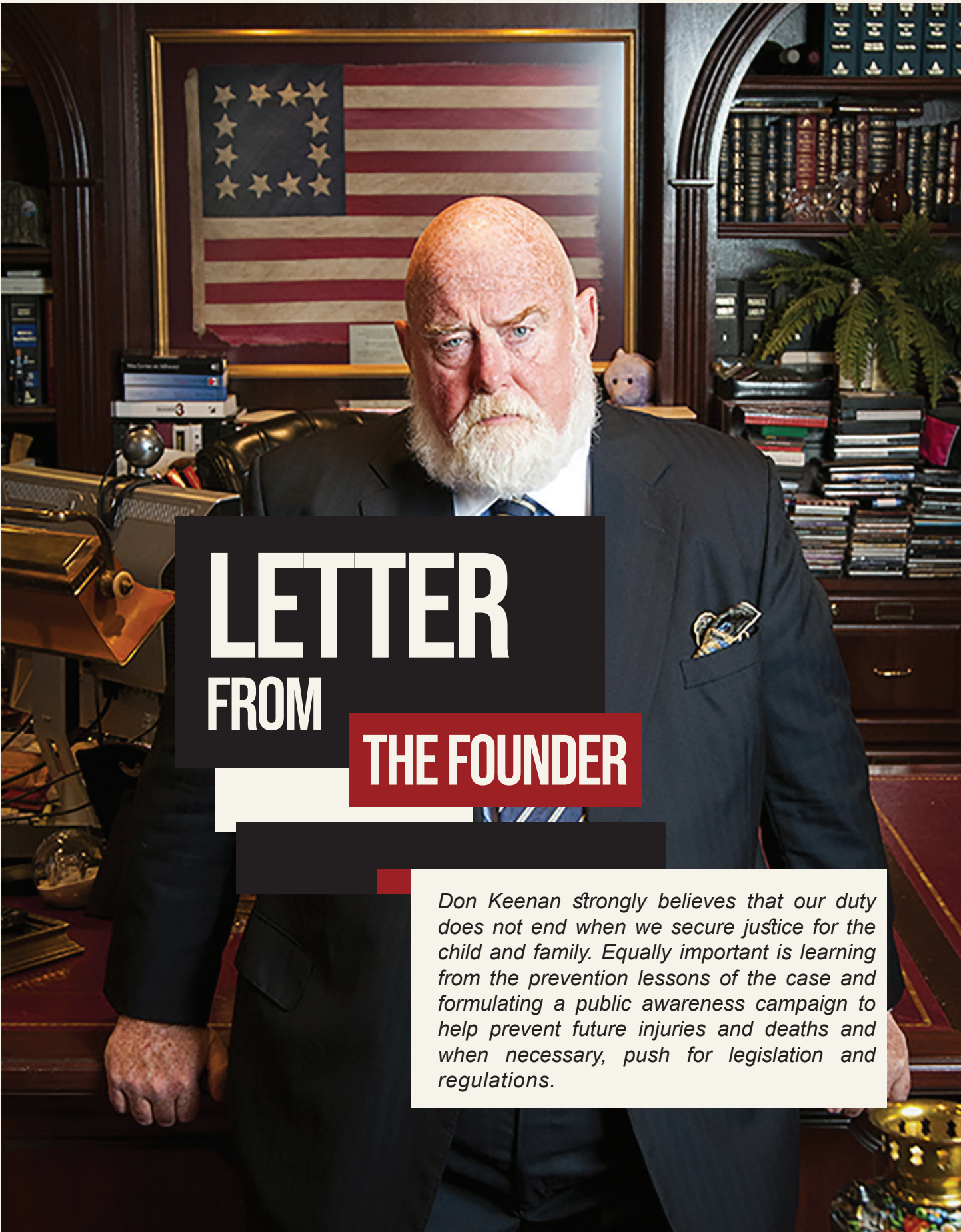
"Giving Trial Lawyers the System they deserve to win, to protect our community safety, and deter wrongdoers by holding them accountable."

Our Motto Is:

Amat Victoria Curam, which translates to: "Victory loves preparation!"

Students 5,909 | Undergrad Graduates 1,322 | Masters Graduates 275





LETTER FROM

THE FOUNDER

Don Keenan strongly believes that our duty does not end when we secure justice for the child and family. Equally important is learning from the prevention lessons of the case and formulating a public awareness campaign to help prevent future injuries and deaths and when necessary, push for legislation and regulations.

FOUNDER'S PAGE

Edge Lawyers,

Lost count of how many newsletters we've published. I guess that's a good sign that we're doing so much work we forget to quantitate it. Enough said, many of you, and frankly all of you, know of my recent health crisis that has put me out of commission for nearly a year now. I can't drive, I can't fly, I can't read. Everything needs to be done for me, and thank god for my beautiful wife, Teresa¹, that she has stepped up and brought quality to an otherwise miserable life.

The sabbatical of sorts has provided two things.

1. Time to think absent distractions, and
2. An increased feeling of thankfulness and appreciation.

Thankfully, I received tons of communication from the troops, and after a while it became noteworthy that the core of their message was not "get better" or some apathetic statement but rather a thank you and appreciation for what mentoring they have received. I believe that's significant and speaks highly to the quality and impact of the teachings.

We're at a point where history would indicate we should be on the decline. We are now bringing on our second dean. Tony is retired, and Mark Milhollin has stepped up. This is a time when most organizations get swallowed by apathy and stagnation. I'm proud to say that the opposite is true with the Edge. No one can doubt that we are stronger and more vibrant than we've ever been. Anybody questioning that statement needs only to look at the explosion of big verdicts and settlements recently. It's overwhelming, and at times, I think, it's unimaginable.

So, I've made my points. Thank you for the opportunity to make a Founders page and know that I take that serious, and it's not just a page filler. I sign off with a grateful heart that we will be celebrating our **10TH ANNIVERSARY**

Papa Don



¹ DOO William E., my partners Mindy, Greg and David

THE DEAN'S PAGE

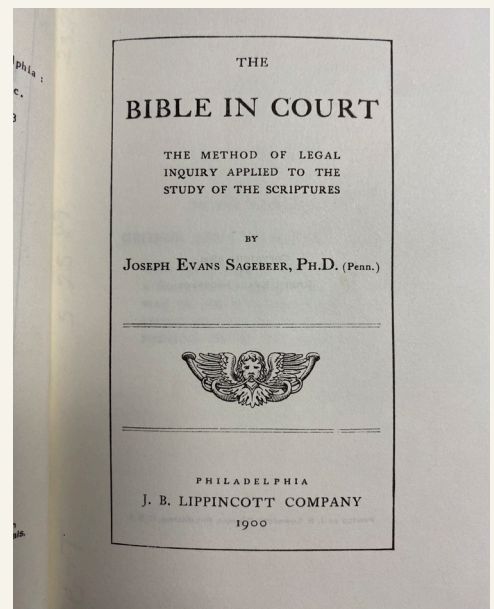
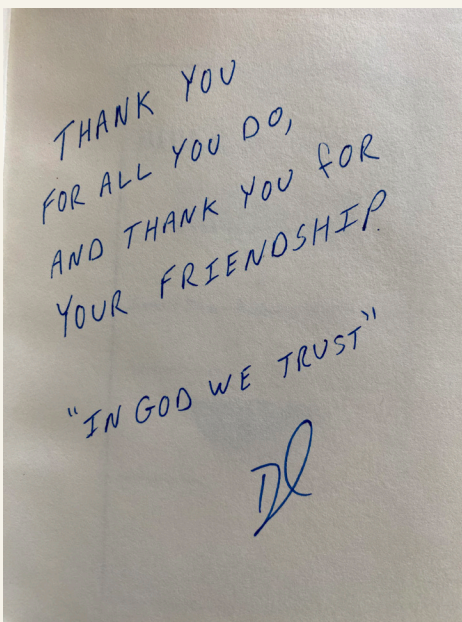


TEN years ago, back in November 2013 we taught the first course – Safety Rules -- to ninety participants. We had 6 Instructors that we trained at the Big Chill. We broke the group up into six groups of fifteen people per group for two days. It was a HIT! KTI has been educating trial lawyers ever since and we are excited about the next decade! 5,898 number of students 1,322 graduates 275 Masters 100 faculty. 728 courses taught and 123 seminars in the last ten years. A Trial Blog, a podcast, seminars, books, and more in the works, plus the Anthology used by so many Trial Lawyers.

Success requires teamwork, and we have a great team! So much planning, preparation, and execution goes on behind the scenes, starting with William, our executive director since the very beginning. The team includes people like Clennette and Chondra who are often heard but rarely seen. The team is rounded out by the management team made up of William, Papa Don, Mark Milhollin, Amy Gibson, and me, and now the first Board of Directors for KTI.

KTI is an arm of Keenan Kids Foundation (KKF), a charity formed thirty years ago to advocate for children, promote community awareness, and assist at-risk children. KTI attracts many lawyers across the county to serve as advocates through litigation, protecting their communities through civil litigation and educating the public and courts about safety issues.

There have been times when KTI has been on the offense, as well as times KTI has had to defend the organization and the mission. Getting to this ten-year milestone wasn't easy, but the rewards and satisfaction have been worth the hard work. KTI is the only trial lawyer college of its kind and there will never be another one like it. 10 years and over 10 billion in settlements and verdicts. *Amat Victoria curam* -victory loves preparation?



Newsletter letter from Mark Milhollin

Sometimes we see something that is so succinctly put that it probably can not be improved upon. I had that experience this past weekend when one of our KTI greats was asked to do something that would help us all out. His response was “KTI has been a life changing experience for me. The best human beings and best lawyers I know are in KTI and I am willing to take on any role that can move this program forward.” **Amen, Amen and Amen!** What a deserving compliment to Papa Don and KTI, yet that is the exact same attitude of gratitude that I and many of our brothers and sisters wholly share in.

There are a lot of moving parts at KTI. It is constantly evolving and being improved upon. I am very excited about our future together. As we look forward to 2024, if you have graduated and wish to become a KTI College instructor, please send me an email mention of what class you would like to teach, and I will get it to the Co-Deans of that College. If you are not a graduate of KTI yet, it reminds me of two of the most often asked questions about tree planting (and I am, in fact, a part-time tree farmer). What is the best time to plant a tree? Yesterday. What is the second best time to plant a tree? Today! Time waits for no one. Carpe Diem. Thank you.

Mmilhollin@keenanskidsfoundation.com





KTI Advisor/Administrator

Amy Gibson is a trial lawyer in Dallas, Texas. She learned early from her family's examples that not participating in a wrong is not enough — you must speak up and do something about it. She represents individuals from all walks of life in employment cases and disability and health insurance benefit cases. She is dedicated to helping clients have their voices heard against the powerful and to change their communities for the better.

Amy concentrates her practice in Employment law.

The Edge seminars and KTI colleges have dramatically improved her ability to do so. Amy is one of the Moderators for the Employment Seminar as well as a KTI Faculty member for Witness Prep, Trial, Mediation, and Employment Elective. Her first two jury trials after reaching master level at KTI colleges each resulted in a judgment of over \$2 million. Amy and David Wiley most recently received an \$8.5 Million dollar verdict for a social worker fired for reporting abuse of residents at a skilled nursing facility in Granbury, TX.

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Keenan Kids Foundation

Keenan Trial Institute (& Edge)

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New Employment Cases

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ASSOCIATE DEANS

DOUG DYKES

Advanced Focus Groups

**DANNY ELLIS,
TN**
Depo

**JIM LYONS, AR
& BENJIE
BOSCOLO, MD**
Rules

TBD
Damages

**AUGUSTUS
BROWN, MD**
Focus Groups

**ADA WONG,
WA**
Voir Dire

**THOMAS
MORRISSEY, MO**
Direct Exam

**COURTNEY WILSON,
MS & GREGG
LUTHER, OK**
Letter Law

**CATHERINE
RINALDO, FL**
Admit Liability

**DAVID HOEY,
MA**
Trial Management

**AMY MILLER,
WA**
Openings

**MICHAEL YONKE,
MO**
Adv. Voir Dire

**STACEY CUTTING,
CA**
Mediation

**AMANDA ITTERLY,
SC**
Advanced Mediation

**RYAN SKIVER,
AZ**
Closing Liability

**NICOLE MCNAMARA,
NC**
Witness Prep

DOUG DYKES, FL
Seeing is Believing

**BLAKE JOHNSON,
UT**
Trial

**DAVID STRADLEY,
NC**
Advanced Cross Exam

**MINDY BISH,
FL**
Hit List

Newly Released E-Books

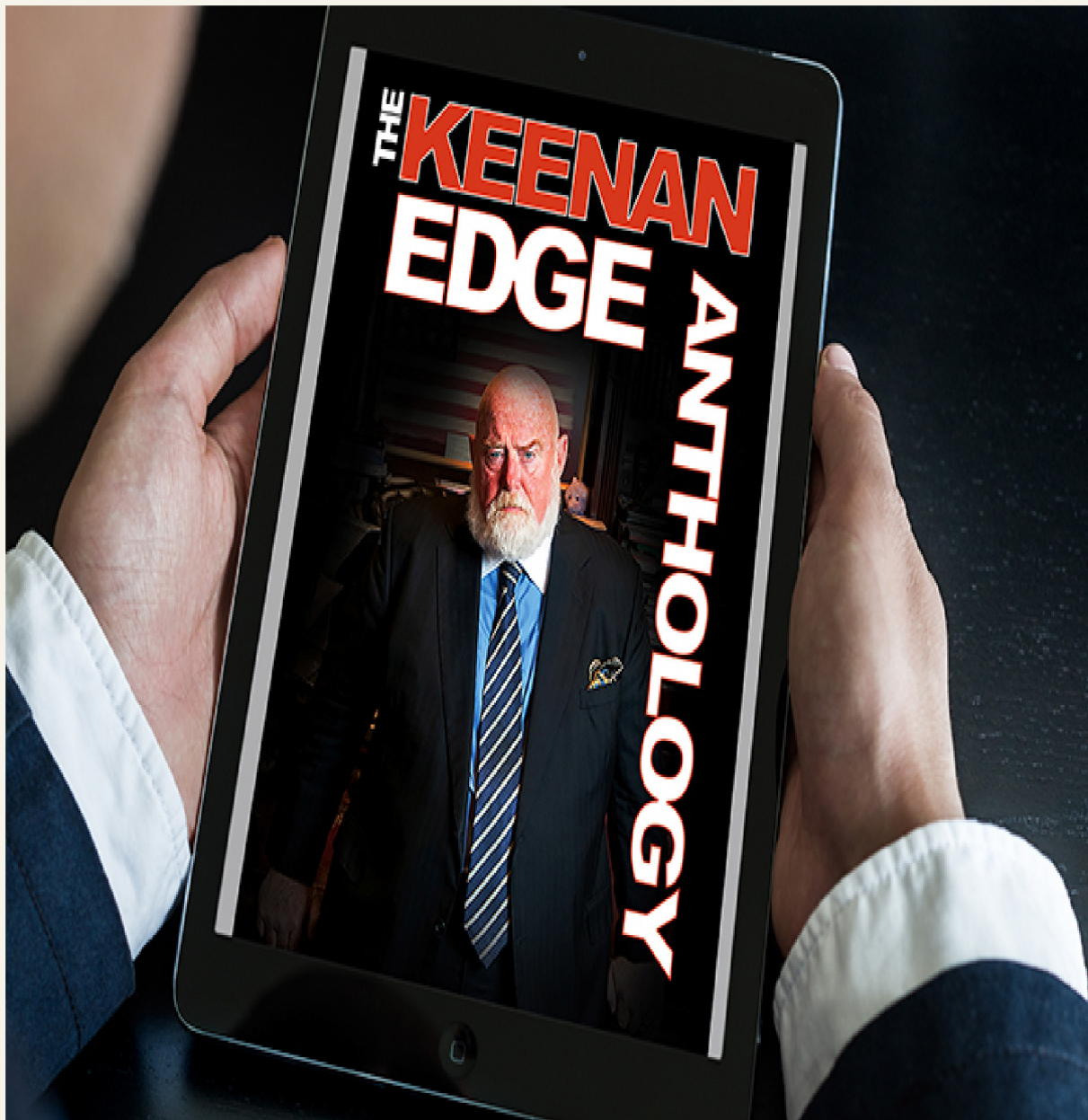
Visit our website today to order:

<https://keenantrialinstitute.com/products/>

THE KEENAN EDGE[©]

EDGE 7

ANTHOLOGY 1-7



THE KEENAN CASE PRESENTATION SYSTEM

The Keenan Case Presentation System is an extremely valuable tool for law firms to quickly and easily create a detailed and incredibly effective case presentation. The Keenan Law Firm has developed this software over the course of two decades of first-hand experience. Let us save your firm time and money by using the Keenan Case Presentation System today.

Perhaps the most important feature of the Keenan Case Presentation System is the inherent ability to simplify the entire process of preparing any case presentation. Through templates, and the ability to customize your presentation based on years of experience, KCPS is here to take the busy work out of the equation so you can focus on the most important aspects of your client's story.

You may also visit the website www.keenancps.com to get more information for KCPS.

COMING SOON



OUR PRODUCTS



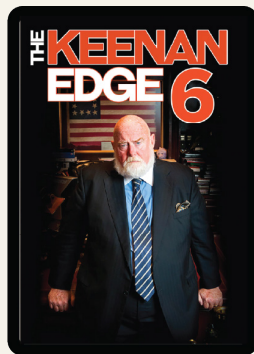
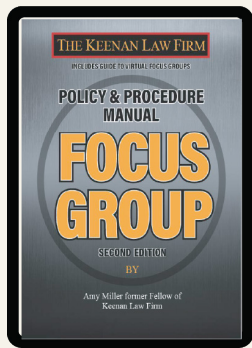
Did you know Keenan Trial Institute now offers a full array of products? E-books, DVDs, Seminars, books and T-shirts may be purchased from KeenanTrialInstitute.com, or by clicking below. There are currently more than 30 products available, and we're continually expanding our product line in response to feedback from our students. Please let us know what you think.

Books: 365 Ways to Keep Kids Safe, The Keenan Edge, The Keenan Edge 2, The Keenan Edge 3, The Keenan Edge 4, The Keenan Edge 5, The Keenan Edge 6

Focus Groups: The Keenan Law Firm Policy & Procedure Manual

DVDs: Top Notch! The Keenan Law Firm Ultimate Focus Groups, The Keenan Law Firm's Method to Witness Preparation

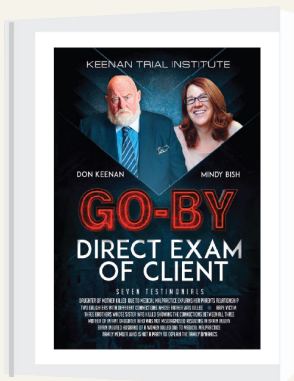
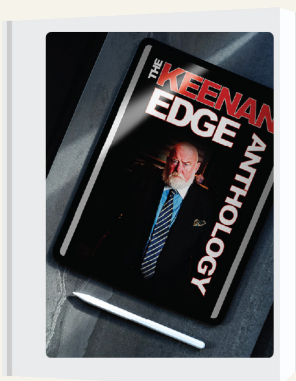
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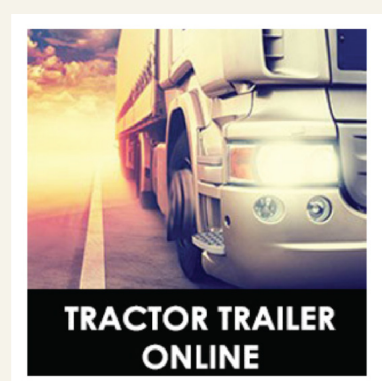
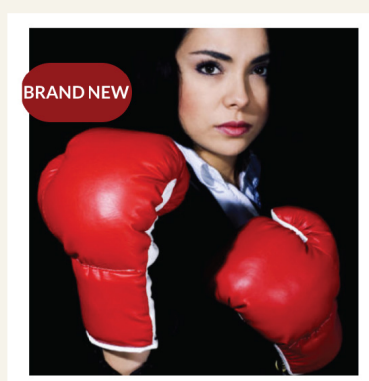
BOOKS



T-SHIRTS



E-BOOKS



SEMINARS



All New YouTube Live-stream and Weekly Podcast Series

Keenan Trial Institute YouTube
LiveStream
Weekly Live-stream on Fridays
Time: 3:00 PM ET/2:00 PM
CT/12:00 PM PT

During our YouTube Live-stream, Jenna Labourr will presents topics with Papa Don and other notable guest speakers with case winning topics.

Our YouTube LiveStream will also include Live Chat, where you will be able to interact with our speakers using YouTube Chat.

Keenan Trial Institute's
Fridays with Keenan's Cutting Edge

Our weekly Podcast series: Fridays with Keenan's Cutting Edge will be available through where most podcasts can be found and will be released every Monday.

This Podcast series will be hosted by Jenna Labourr and will include discussions with Papa Don and other notable guest speakers with case winning topics.

Please subscribe, Leave a Comment and Give us FIVE Star reviews for each episode.

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DISCLAIMER: Unlike our competitor, our audience is vetted and highly restricted and you will need to RSVP. You will receive YouTube LiveStream instructions and link after your registration is processed within 24 - 48 hours in advanced.



Hosted by Jenna M. Labourr

Jenna Labourr is a native Seattleite. During college, Jenna developed a passion for advocacy and decided to pursue a legal education. Interested in living in a different part of the country, Jenna took the opportunity to attend law school at New England Law | Boston in Massachusetts, but always knew she would return to the Pacific Northwest. Upon returning to Seattle after law school, Jenna opened her own law practice, focusing on Workers' Compensation and Motor Vehicle Collisions. In 2013, Jenna met Young-Ji and, together, they formed Washington Injury Lawyers, PLLC, a Personal Injury and Employment Discrimination litigation firm.



- 06 May 2022 KTI Damages College - Kari Jones
- 13 May 2022 Undergraduate Openings College - Toby Cole
- 20 May 2022 Trial College - Blake Johnson
- 27 May 2022 Undergraduate Voir Dire College - Matt Lathrop
- 03 Jun 2022 Trial Management with David Hoey - David Hoey
- 10 Jun 2022 Turning a Turd into a Treasure with Jenna Labourr and Young-Ji Ham
- 17 Jun 2022 Undergraduate Mediation College
- 24 Jun 2022 Trial Results with Dino Tangredi
- 01 Jul 2022 Stress Relief with Joe Tunstall
- 08 Jul 2022 Vestibular Therapy with Lil Labourr (Replay)
- 15 Jul 2022 Finding Your Voice with Young-Ji Ham
- 22 Jul 2022 Witness Prep with Elizabeth Larrick
- 05 Aug 2022 Digital Motion X-Rays with Dr. Ron Brodtkin
- 12 Aug 2022 Video Production with Ryan Alm
- 19 Aug 2022 Med Mal a New Revolution with Gregg Luther
- 26 Aug 2022 Tractor Trailer a New Revolution with Mindy Bish
- 09 Sep 2022 Why We Lose with Brent Crumpton
- 16 Sep 2022 Paralegal Seminar with Mark Milhollin
- 23 Sep 2022 Keeping it Simple with Sean Olson
- 30 Sep 2022 \$70 Million Verdict
- 07 Oct 2022 Direct Exam College with Thomas Morrissey
- 14 Oct 2022 Podcast Rules/Case Selection College
- 21 Oct 2022 Product Liability - Monte Tynes
- 28 Oct 2022 Institutional Plaintiffs - Lucas Foust
- 04 Nov 2022 Power Words - Adam Anderson
- 11 Nov 2022 Women's Summit - Kari Jones Dulin
- 18 Nov 2022 Truck Driving School with Lauren Pilié



- 09 Dec 2022 - Behavioral Health Issues with Allan Galbraith
- 16 Dec 2022 - 2022 In Review and Looking Ahead with Papa Don
- 23 Dec 2022 - 2023 Med Mal Seminar with Gregg Luther
- 30 Dec 2022 - Keenan Case Presentation System with Matt Powell
- 06 Jan 2023 - \$100 Million Dollar Verdict with Andrew Garza
- 13 Jan 2023 - Michael Panesar speaking on Pat Maloney's Closing in Flores
- 20 Jan 2023 - 2023 Tractor Trailer Seminar with Danny Ellis
- 03 Feb 2023 - 7 Major Takeaways from Fellowship Program with Doug Dykes
- 03 Feb 2023 - Trial Experience & Jury Verdict with Patti Barasch and Rich Schall
- 17 Feb 2023 - Vestibular Therapy with Lil Labourr
- 24 Feb 2023 - \$100 Million Dollar Verdict with Andrew Garza & Alexa Mahony
- 14 Apr 2023 - \$8.5 million Whistleblower Jury Verdict with David Wiley & Amy Gibson
- 21 Apr 2023 - Premises New Revolution with David Hoey
- 12 May 2023 - \$40 Million Verdict with J.David Stradley
- 26 May 2023 - Defense Admits Liability Now What with Mindy Bish
- 23 Jun 2023 - Superstars with Doug Dykes and Clayton Syfrett
- 7 July 2023 - K9 Excessive Force Cases with Glenn McGovern
- 14 July 2023 - Behavioral Health Issues with Allan Galbraith
- 28 July 2023 - Stress Relief with Joe Tunstallh
- 4 Aug 2023 - Why We Lose or Get Less Than We Should with Brent Crumpton
- 11 Aug 2023 - \$70 Million Verdict with Brian and BB Sanford
- 18 Aug 2023 - Direct Exam with Thomas Morrissey
- 25 Aug 2023 - KTI Trial College with Blake Johnson
- 1 Sep 2023 - Trial Management College with David Hoey
- 8 Sep 2023 - Order of Proof and Witness Prep with Monte Tynes and Courtney Wilson
- 22 Sep 2023 - Race/Gender Discrimination and Retaliation case with Matthew Fogelman
- 29 Sep 2023 - Keenan Case Presentation System with Matt Powell

THE EDGE

VERDICTS & SETTLEMENTS

EDGE SETTLEMENTS JAN - AUG 2023

DATE REPORTED	COUNSEL	SETTLEMENT	DETAILS
Jan-23	Rob Curran & Co-Counsel Pete Kestner & Chris Martineau	\$12.250.000	Heavily-contested tractor-trailer case
Jan-23	Steve Walsh	\$900.000	A jail suicide against Reynolds County, MO and the sheriff office employees.
Jan-23	Gregory Springer	\$425.000	Lovejoy compensatory damages & punitive damages. Defendant was State Farm Mutual Automobile Insurance Company
Jan-23	Stephen Walsh	\$230.000	A rear end personal injury crash which damaged his cervical spine with no surgery.
Feb-23	Jonathan Franco	\$1.150.000	Federal settlement conference presided over by Magistrate Robert P. Myers in the Federal District Court for the Southern District of Mississippi, I resolved a matter for \$1,150,000. This was a commercial vehicle wrongful death claim. The decedent left behind two adult children in their 50s that were the sole wrongful death beneficiaries and heirs at law.
Feb-23	Brad Burnette/ John Willis & Michael Beehan	\$825.000	It was all that the plaintiff was likely to get with a verdict. The demand it was accepted, and the case was settled
Mar-23	Ryan Skiver	\$3.500.000	Confidential Settlements (names & details withheld)
Mar-23	Ryan Skiver	\$900.000	Confidential Settlements (names & details withheld)
Mar-23	Ryan Skiver	\$375.000	Confidential Settlements (names & details withheld)
Mar-23	Danny Ellis & Andrew Gould	\$4.300.000	Trucking case to includes \$1.3 Million in Attorney fees
Mar-23	Patrick Wang	\$2.000.000	Premises
Mar-23	Patrick Wang	\$1.600.000	Sexual Harrasment
Mar-23	Stacey Cutting	\$400.000	Confidential Settlements (names & details withheld)
Mar-23	Stacey Cutting	\$325.000	Confidential Settlements (names & details withheld)
Mar-23	Stacey Cutting	\$287.500	Confidential Settlements (names & details withheld)
Mar-23	Adrain Karimi (Ladah Law Firm)	\$1.100.000	Trucking MVA
Mar-23	Ralph Hornsby & Barnes	\$1.400.000	Their best offer was \$50k. We had offered to settle for \$250k as last and final. Delighted, at this point, that they declined. Lien might have been \$7k. Regardless, it was low enough that it was the first time I did not have any heartburn whatsoever about dropping it.
Mar-23	Scott Spell	\$1.261.500	Agosti, Carlos vs. Kim (KLF Case) Policy Limits
Mar-23	Kimball Jones	\$1.000.000	Premises
Mar-23	Kimball Jones	\$1.000.000	Med Mal
Mar-23	Bernard Solnik	\$337.000	Grocery Premises
Mar-23	Bernard Solnik	\$250, 000	MVA Rear end collison
Mar-23	John Fairless & Christopher Reeves	\$1.019.300	<i>Arturo Frias v. Bighorn Contruction & Reclamation LLC et al.</i> \$50,000 (Medical Bills) \$969,300 (Lost wages past & future) Settlemet confidential

DATE REPORTED	COUNSEL	SETTLEMENT	DETAILS
Apr-23	Majorie Hauf	\$2,092,828	<i>Isaac v. Forcillo</i> - Tractor trailer driver took too sharp a turn hitting clients' parked tractor while they rested in their bunks
Apr-23	Majorie Hauf	\$660,000	<i>Socorro Vallejo v Uber</i> -T-boned uber passenger with future recommended neck surgery
Apr-23	Majorie Hauf	\$80,000	<i>Susan Cash v. Summerlin Hospital</i> - Failure of a nurse to secure a bed rail resulting in fall-risk patient falling from bed with facial fractures
Apr-23	David Hart	\$2,850,000	Medical malpractice case in Dallas County, Texas, for \$2,850,000, involving a Pain Management Physician and an ambulatory surgery center. Physician's policy was \$750,000. Joint Commission standards got the facility. Texas has \$500,000 non-economic damage caps in this case.
Apr-23	David Hart	\$719,000	Disc herniation with possibility to future surgery, at least according to my Doctor. Seminole County, Oklahoma. \$650k on Truck wreck. \$69k in meds
Apr-23	Tom DeVoto	\$1,050,00.00	Rear-ender on exit 1-55 in St. Louis. Client's primary injury TBI.
Apr-23	Peter Levine	\$170,000	Wrongful termination/blacklisting
May-23	David Hart	\$2,850,000	Settled a ;for \$2,850,000, involving a Pain Management Physician and an ambulatory surgery center. Physician's policy was \$750,000. Joint Commission standards got the facility. Texas has \$500,000 non-economic damage caps in this case.
May-23	John Cady	\$1,100,000	Settled a case with confidentiality provisions.
May-23	Stephen E. Walsh	\$300,000	Nursing Home Neglect (Co-Counsel)
May-23	Stephen E. Walsh	\$110,000	Jail Suicide
May-23	Eric Zagrans	\$775,000	Settlement in a small case in late 2022 with a comprehensive confidentiality provision. However, I never saw your request for information for that period to time, so I never reported it to you before now. My bad, and I apologize, for not seeing it then and only thinking about this now when it's undoubtedly too late.
Jul-23	Mary-Ann Leon	\$18,000,000	Robinson v. Williams, USDC, EDNC, 4:17-CV-112-FL. Mediated Settlement before U.S. Magistrate Judge James Gates. Case Summary: The Defendant surgeon told a lie about the Plaintiff, who was his assistant and a trainee. The Defendant's lie was reported to the state medical boards and to the National Practitioner's Data Bank ("NPDB"). Every prospective employer is required to review NPDB reports before hiring a doctor. The Defendant's lie derailed the Plaintiff's career - causing her to be ineligible for any permanent surgery positions for the last five years. There was a single cause of action for defamation under NC state law against the Defendant Supervisor. Case was filed in August 2017 in the Eastern District of NC. After losing on summary judgment, appealed to the 4th Circuit who reversed trial court's decision in Feb. 2023.
Jul-23	Steve Makey	\$490,000	Baltimore City. Client was a vendor working at Baltimore Arena when the stand she was working at collapsed and hit her in the head. Settled pending motion for SJ (for Plaintiff) based in part on discovery abuses by the defense and res Ipsa.
Jul-23	Howard Ackerman	\$270,000	Fairfax County, VA: just settled an auto case for \$270K; clear liability, was set for trial in September. Client endured bad neck and left arm pain before a very successful neck surgery returned him to pre-injury status.
Jul-23	Larry Greenberg	\$250,000	We settled a case in mediation for \$215,000 soon after we obtained partial summary judgement on an auto crash case. There was minimal damage, minor sporadic treatment, but the client had psychological issues following the crash. He also had another crash a year and a half after which complicated matters.
Aug-23	Michael Denton	\$700,000	Truck/Car Crash Kansas City, OK
Aug-23	Michael Denton	\$400,000	Nuisance Case without trial (defeated Motion for Summary Judgement).
		\$68,102,128	



MED MAL SEMINAR REVIEWS - Atlanta, GA Feb, 2023

"I needed to get updated information from all Edge lawyers to enhance my ability to get better results for my clients. This seminar was Jam-packed with invaluable information and cutting-edge strategies i can put right to use on Monday morning!"

Todd Klapatauskas, IA

" I was thrilled to attend a live seminar!!! This seminar was excellent if was difficult to choose who gave the least useful information, everyone was great."

Lucas Foust, MT

"First chance to meet in person - It Matters! Thank you Papa Don!!!! Thank you Mindy for everything you do - ya'll set the gold standard on how a case should be put together and tried!"

Reid Wamble, MS

" I attended to improve my handling of trucking cases. Great seminar!! I had recently attended a different seminar which were good but this was much more applicable to my current cases!"

Michael Holden, MO

"I have not been to an EDGE seminar since 2020. This one was inspirational, uplifting and motivational presentations that gives me extra juice for all my cases."

Joseph "Joe" Kopfier, LA

" I attended to keep up with KTI - it was good to be back in person! After taking classes the seminars help make it all come together and give you an idea of what courses need to be retaken to do better. Would definitely attend again."

Steven Mezrano, AL

"I attended to get caught up on EDGE changes over the last 2 year. It was a great seminar and Mindy has improved greatly since the last seminar she led that I attended. I would definitely attend future seminars."

George Fusnar, JR. TN

UPCOMING SEMINARS



Some of our seminars remain virtual for the time being as we move back into live events. They start at 10 am EST and last two days. We offer a free role play day the Sunday following each seminar. We look forward to seeing you all virtually this year!

Visit our website at <https://keenantrialinstitute.com/keenan-trial-institute-seminar-registration-form/> to reserve your seat today.

Looking Foward to 2024:

Employment

Med Mal

TBI

Ammited Liability

Fall 2023 Schedule of Courses

OCTOBER 2023

SUN	MON	TUE	WED	THU	FRI	SAT
1	2 KTI Rules; Atlanta, GA	3	4 KTI Cross Exam; Virtual	5	6	7
8	9 KTI Focus Groups; Atlanta, GA Columbus Day	10	11 KTI Adv Focus Groups; Atlanta, GA	12	13	14
15	16 KTI Voir Dire; Virtual	17	18 KTI Adv Voir Dire; Virtual	19	20	21
22	23	24	25	26	27	28
29	30	31 Halloween; United				

-  GRADUATE
-  PUBLIC DAY

Fall 2023 Schedule of Courses

NOVEMBER 2023

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	4
5	6 KTI Rules; Virtual	7 Election Day	8 KTI Admitted Liability; Virtual	9	10 Veterans Day	11
12	13 KTI Trial; Atlanta, GA	14	15 KTI Damages; Atlanta, GA	16	17	18
19	20 Autumn Riley	21	22	23 Office Closed in Observance of Thanksgiving Day;	24 Day After	25
26	27 KTI Witness Prep; Atlanta, GA	28	29	30		

	GRADUATE
	PUBLIC DAY

Fall 2023 Schedule of Courses

DECEMBER 2023

SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4 KTI Mediations; Atlanta, GA	5	6 KTI Adv Mediations; Atlanta, GA	7	8	9
10	11 KTI Depositions; Atlanta, GA	12	13 KTI Black Letter Law; Atlanta, GA	14	15	16
17	18	19	20	21	22	23
24 Christmas Eve;	25 Christmas Day; Office Closed in	26	27	28	29	30
31 New Year's Eve;						

	GRADUATE
	PUBLIC DAY

COURSE DESCRIPTIONS



#1: RULES & CASE SELECTION

Rules & Case Selection is the sole entrance to the Keenan Trial Institute. Completing Rules give students the right to attend other KTI courses. Imagine leaving the Rules class with the introduction to an opening statement focused on winning your case in the first four and a half minutes.

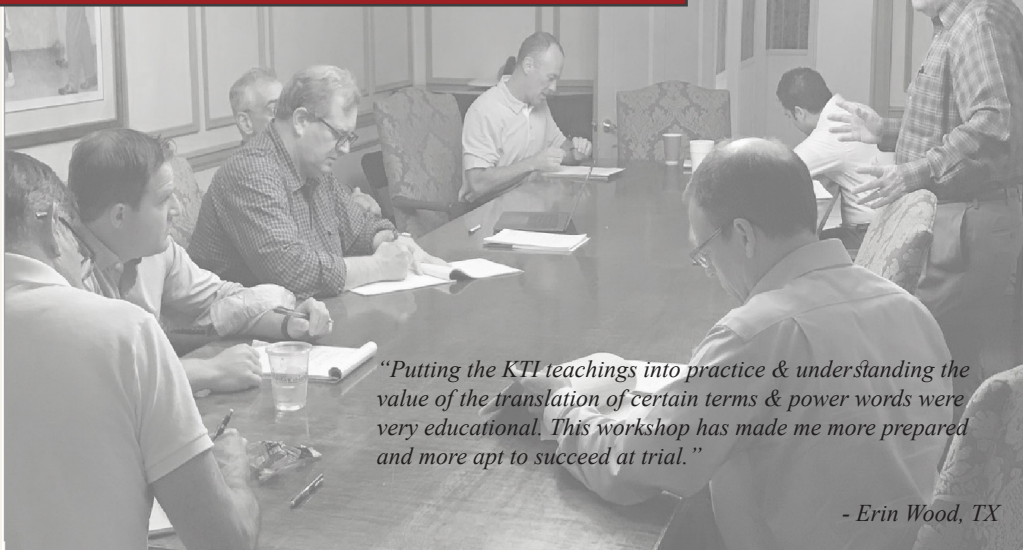
Trial Lawyers first learn the dirty simple truth that case selection criteria is the most important focus of their case. Students work in small groups to develop Rules for their own case. Instructors introduce Don Keenan's 7 Rules for Writing Safety Rules. The KTI's system for improving trial lawyer's skill forces students to get on their feet and present their Rules to their classmates. Using the "trifecta" tool, students and instructors collaborate to develop and refine their Rules. Armed with safety rules, students give the introduction of the opening to the class. Investing your time to critique fellow students makes you uber efficient in the right way and wrong way to develop safety rules.

The simple truth is the Rules College is the important foundation to the system trial lawyers deserve to win and protect their community's safety by holding wrongdoers accountable.

REVIEWS

"It is one thing to understand the edge principles but it is another to breathe life into a case through their use! Great experience and very eager to continue to learn and become a part of this amazing community."

-John Eckhart, CA



"Putting the KTI teachings into practice & understanding the value of the translation of certain terms & power words were very educational. This workshop has made me more prepared and more apt to succeed at trial."

- Erin Wood, TX

#2: OPENING & ORDER OF PROOF

The Opening College, Course #2, you will work in small-group sessions with one-on-one faculty guidance that will help shape, create and sharpen, and sharpen again, your opening statement using the trial tested methods developed by Don Keenan and other KTI faculty members. In a safe, supportive, but challenging environment of a small group, you will learn how to present your opening, one section at a time.

Then, guided by direct feedback, you will be able to continue the process of refining your opening statement, with the goal being to learn how to present an opening statement that leaves the defense nowhere to hide. You will learn that how you present your opening is as important as the words in the opening. Thus, you will get one-on-one faculty feedback, as well as group feedback, to develop effective, on-your-feet delivery. You will also work with your faculty member to develop your current case's optimum order of proof. The ultimate goal of this course is for you to leave confident and prepared to develop a powerful and effective opening statement on your own!

REVIEWS

"Loved getting more into the checklist and hearing Don talk about damages, that has been something I have not ever heard."

Cassidy Spencer, WA

"Supportive environment well suited for beginners and more advanced students."

Ann Groinger, NC & UT

#3: FOCUS GROUPS

In #3 Focus Group discover firsthand justice by the people. Learn how to present and Facilitate Focus Groups inexpensively and efficiently. You will join other trial lawyers in small groups and you will conduct Focus Groups to live group participants.

You will present your own case to the Group. You will identify biases and prejudices and see how they affect your case.

Choose the Keenan trial institute way of researching your case from Bubba's POV. You will find that Focus Groups are the best tool in your litigation skills toolbox to hold the defendant accountable and to find the core of your case.

The ultimate goal of this course is for you to leave confident and prepared to develop a powerful and effective opening statement.... on your own!

REVIEWS

"This course is incredibly helpful by throwing us in the fore and learning by doing. Really looking forward to utilizing these valuable skills."

David Wyatt, TN

"I have never conducted a live focus group before so to be able to practice with real people and receive honest and real feedback from the class and instructor was invaluable."

Kevin Quinlan, OH

#4: VOIR DIRE

The Keenan Trial Institute's course on voir dire will teach you the Keenan system of jury selection. The organized template can be used immediately to put your jury selection on steroids.

Imagine having a focus-group tested, Keenan-created and approved jury selection system that includes each piece of the Edge symphony.

We will review the student's openings, jury instructions, and rules to prepare a jury selection that will lay out your case the right way, arm the jurors, kill the rats, so that your client can expect justice. You and your clients deserve this system, and once you take the class, you'll have the right to use it. You will also be added to the exclusive jury selection list-serve available only to students who have completed this class.

The ultimate goal of this course is for you to leave confident and prepared to develop a powerful and effective opening statement.... on your own!

REVIEWS

"Excellent job! We were given a general overview for what Keenan wants in Jury Selection. Although this was a repeat class for me, I was able to retain some key stuff I missed the first time around."

Robert Margeson, GA

"Excellent job of explaining the pie and coupling. The feed back was phenomenal, pointing out things we did well and not so well."

N. Sue Allen, TX

#5: DEPOSITION

In Keenan Trial Institute's "Deposition" small-group course, our Faculty will work one-on-one with you and your current case to maximize your depositions. We'll coach you through creating your hit list, deciding on and carrying out your question format, and using the deposition process and results to assemble and fine tune your direct and cross outlines for trial.

You'll learn many key deposition techniques — and role play with actual deponents as you're individually coached with such important matters as guiding your witness in the skills needed to field intimidating questions.

REVIEWS

"The extended time role playing enabled me to nail down my Hit List for my UPS driver, UPS supervisor, UPS 30(b)(6) & UPS GPS expert. Drilling down on the Hit List & role playing were far the most valuable."

Blake C. Erskine, Jr., TX

"The best and most useful portion was the participation aspect, where we got to work up a Hit List and role play."

Joe Casey, IA

"Very helpful to role play on both sides of the deposition and watch other people go and critique themselves. There is so much to learn. We had an amazing instructor and such a skilled role play witness."

Ian Sharon, CA

#6: WITNESS PREP

In this small-group “Witness Prep” course, you’ll learn Keenan’s art and science of effective witness prep. You’ll learn that when it comes to testifying, there’s no such thing as a bad client. On the contrary, you’ll be coached through turning your client into your best witness. This is a game-changer and one of the most fundamentally important things you’ll ever learn as a trial lawyer. You’ll get one-on-one guidance in giving your witnesses the confidence and practice they need to face cross-examiners in both deposition and trial. You’ll learn to size up your witnesses, establish the right kind of rapport with them, appraise their testimony, anticipate and handle problems, and maximize strengths. You’ll get one-on-one coaching in practicing the steps of the Keenan Method of Witness Prep, either with actual clients or paid actors.



REVIEWS

I got a lot out of this course. It was very beneficial to do the role playing. It was very informative and allowed us to really dive into our roles. As a baby lawyer, it is refreshing to have an instructor and class mates that were open and informative. Everyone worked well together and it made all of the role playing comfortable and beneficial!

Brooke Wilhelm, TX

Great Course - the role playing is helpful as it requires the student to put into practice the materials learned immediately. The cross learning amongst the participants is very helpful.

L. Michelle Gessner, NC

#7: MEDIATION

In Mediation, through a case that you bring, you will learn the psychology of settlements – what works and what doesn't. By role playing the defense lawyer and mediator, this course will teach you to forcefully show the powerful issues in your case, present the visual case, and the principal of moving money.

Additionally, you will come to understand the preconditions to mediation that lead to effective and successful presentation of your case.

You will understand the dynamic of how to “move the money”. When you complete this course, you will understand the 3-legged stool: Control, Certainty and Closure.

You will learn how the other side determines the case value and the mechanics of the Buffet Paradigm.

REVIEWS

“Being able to discuss beyond mediation, discussing trial strategy and discovery was very enjoyable. I gained so much more from the class due to the small class size”

Ashley Leavitt, OK

“This course was incredibly beneficial for me, it helped me think of several other areas of attack for a mediation I had not considered. Some of the skills we learned will help me in many cases down the line.”

Phillip Meinkoth, CO

#8: TRIAL

The Keenan Trial Institute's course on trial is where all the pieces of the Keenan Trial System come together. You will learn how all the key points from the other KTI Courses fit together that will take away the fear of going to trial.

You will learn how each phase of the case work up affects the ultimate outcome at trial and how an ounce of prevention in the beginning saves a pound of cure at the end. Learning how the different pieces fit together will help you build the case the right way and focus on the relevant key points for your jury.

In the KTI Trial Course we start at the beginning with the case selection criteria and move through each part of the case including rules, depositions, focus groups, witnesses, demonstrative evidence, and ending with the trial strategies and techniques that will ensure your jury understands the importance of your case.

This systematic approach will result in a trial-ready case well before any trial date, empower you with confidence as a trial lawyer, and show you how to be the victor at trial.

REVIEWS

“I really enjoyed this course! I had an upcoming trial and it was great to refresh on all aspects of trial that I had forgotten/let slip in my trial prep. The review of finding the tipping point was extremely beneficial”

Lacey Webb Rorex, TN

“This was an excellent seminar! Instructor was thoroughly prepared and made the material enjoyable to discuss. Real-world trial experiences were shared to contextualize and reinforce the principles and strategies learned and revisited. Presentation of the material was very good and easy to follow.”

Craig P. Glenn, TN

“Different presentation than courses. Philosophical vs. Practical. Concrete examples were given to fill in my blanks. Some eye opening information was shared, kinda a “Aha” moment for me.”

Terence Sweeney, NY/NJ

#9: DAMAGES

One of the most critical Courses taught at the Keenan Trial Institute is damages.

This small-group college will provide you with the tools to take your case from a set of facts and turn it into a powerful weapon ready to be presented to a jury for an explosive verdict.

Everything taught at the Damages course will be tried and true methods of non-verbal persuasion, segments of closing for you to work on for your case, and how to tie it all together for different kinds of cases. Damages will explain why jurors give the way that they do and teach you how to motivate them to give what the full value of the case is. As with all KTI Courses, you'll get hands-on guidance developing and optimizing Damages tactics for your cases.

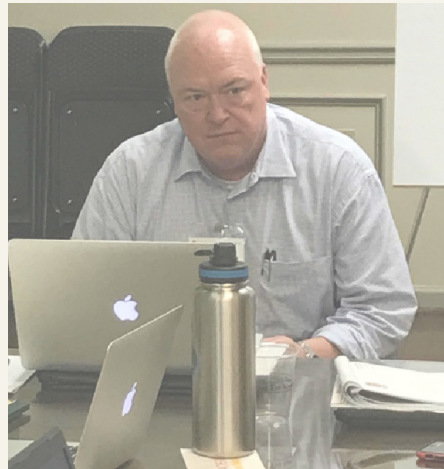
REVIEWS

"Very helpful in recognizing the concept of damages, eye opening, and thought provoking. This course brings many aspects of damages throughout a case and helps you see how to tie it all together for Full Justice."

Brian Hargrove, TX

"I really enjoyed the different tools Don uses to fully complete the emotional level of damages in certain situations. This course really gave me a tool chest on how to best address certain types of damages to fully bring home a good verdict after discussing the violation of safety rules."

David Overton, NC





REVIEWS

"Fantastic course! You will learn several different techniques to approach opening, closing and voir dire! I would recommend this course to any prospective student(s)."

Nate Blanchard, WA

"Enthusiastic & knowledgeable instructor that balanced empathy & pressure very well. Very satisfied with the course!"

Tom Lester, WA

DAMAGES IS ONE OF THE MOST CRITICAL COURSES

ELECTIVE COURSE DESCRIPTIONS



REVIEW

“This course was different from what I thought it would be, it was better! It was a very good review of many KTI classes as it relates to admitted liability cases and truth. Biggest take away is know your states law as it pertains to admitted liability cases. Then push the envelope. Good use of blog articles pertaining to the different subjects. As a graduate, it was a good review and reminder that I have a long way to go. Class and instructors are good motivation to keep going. Showed importance of collaboration.”

Glenn Carpenter, Jr, WA

ADMITTED LIABILITY AND CAR CRASH LITIGATION

The Admitted Liability and Car Crash Litigation course is one of our specialized elective courses.

TOPICS INCLUDE: Low Speed Collision Cases, Intake & Pre-Existing Conditions, The Plaintiff's Case, Using The Edge on Witnesses, Overcoming Insurance Hardball Methods, and many more.

As with all courses, you'll get hands-on guidance developing and optimizing Damages tactics or your cases.

REVIEWS

"Absolutely loved the course! The first day felt like a refresher on many EDGE concepts: why we lose, the importance of system failures especially in an admitted liability case and case selection criteria.

Day two was fun! Role play exercise was my favorite part, much different role play from other KTI courses I've taken. Great course and great instructor!"

Joseph Muckleroy, TX

REVIEWS

"The foreseeability light bulb hit! I learned how to get the liability conduct into evidence in a case where proximate cause was disputed. Learned a ton!"

Sharif Gray, VA

"Using mock arguments to a judge regarding propriety of discussing defendant's conduct in admitted liability cases using our State's jury instructions to support our arguments was the most useful and helpful exercise for me and all the other participants!"

James Bocott, NE

GRADUATE COURSE DESCRIPTIONS





ADVANCED VOIR DIRE

You’ve learned what to ask in the undergraduate Voir Dire class. Now learn the hows and whys behind the templates. Using the techniques learned in The Keenan Trial Institute’s Advanced Voir Dire class, you will KNOW who to strike from your panel and will be armed to make those strikes.

Cases ARE won and lost in voir dire. Learn how to start your trial out on the right foot.

“The two lists from Mr. Keenan on what he wants and does not want in jurors was insightful and helped fill in some blanks where I had picked up bits and pieces along the way up to this point but lacked a complete picture.”

Beyond the two lists of what to generally look for in jurors, I think my biggest takeaway is a deeper appreciation of the voir dire material. I understand better how/why Jury Bonding & Case Specific Expectations are so critical and can be very effective VD on their own if pressed for time. Practice, practice practice is key!”

Brad Morris, MS

REVIEWS

“Great job on explaining goals and skills. The teachings on the traits/qualities of good and bad jurors and the reasons why we ask what we ask was powerful medicine.”

The power of collaboration was key in helping us all get better.”

Mark Milhollin, GA/WGA

ADVANCED MEDIATION

In the KTI Advanced Mediation Graduate Course we delve deeper into the Keenan System of Mediation and using new tools to successfully get closure for your clients.

You will build on the approach to mediation taught at the KTI undergraduate level. You will learn to focus on the buttons which will make life difficult or the Blackhats and for the Taliban.

In short, you will learn how to design the resolution of your case using the numerous approaches and techniques taught in the Advanced Mediation Course. Get ready for some serious fun and excitement.

“Great course! Gives us a lot of additional tools for our tool box to mediate a case. Excellent information was provided on POV and how you can use that to influence everyone involved in a Mediation.”

Jim Lyons, AR

REVIEWS

“Excellent material as usual. Provided great tools and ideas to reach resolution in mediation. Awesome review of prior mediation course!”

Blake Johnson, UT

“Great job covering the course content in a clear and efficient way. Everyone in class contribute great ideas, and the discussion was topnotch.

First time seeing Mindy Bish’s POV video, which explained in a very clear way how POV works with jurors. A great job was done covering all the material.”

Vernon Sumwalt, NC

CROSS EXAM

To be a great Trial Lawyer we must first become a great cross examiner. The Keenan Trial Institute’s Cross -Examination course teaches Trial Lawyers to experience in Real Time the Root Cause of their cross- examination System Failures.

Through Don Keenan’s Expectation Focus Group, faculty instruction on Don Keenan’s 7 Rules For Cross Exam, and student role play, this course teaches the Right Way / Wrong Way, and will Focus every student on the most Relevant and Important aspect of Cross Examination – Bubba’s POV.

The Keenan Trial Institute’s promise is that through this course, students will learn how to give Bubba what he wants and needs out of every cross examination, and will be able to do so in a natural seamless manner. Bottom line, this course will enable all of us to effectively cross examine every witness, leaving the witness No Where To Hide.

“The simplicity of the system for cross of experts was excellent. Great job of promoting role playing and critiquing, everything was made simple and interesting. Thoroughly enjoyed it and learned a bunch.”

Michael A. Schafer, KY

REVIEWS

“This is an excellent course that brings the entire EDGE system together to create a dynamic closing. This course exceeded my expectations. Over 3 days we worked on drafting a closing for the case we brought, practicing with our peers and getting meaningful feedback. My closing is now ready to go!”

Farrah Martinez, TX

“Great course, provided a great combination of instruction, video examples, and practice. Instructor was very knowledgeable and provided great feedback and instruction. Had a great command over the group and the sessions felt constructive, efficient and effective.”

Deborah Gutierrez, CA

CLOSING LIABILITY

Nearly every Trial Lawyer's favorite part of the trial is closing argument. At the Keenan Trial Institute's Closings course, your time will be spent learning how to win your case in your closing argument. Through Don Keenan's Dirt Simple System, you will learn how to present your case in an organized, easy to understand, uber-efficient closing argument that will hit the defense like a ton of bricks.

You'll learn that you no longer have to wait until the night before closing to begin working on your argument, because it will flow directly from Don Keenan's System. We will review the student's openings, order of proof, and jury instructions to prepare a closing that will lay out your case in the right way and arm the jurors with what they need to render the verdict your clients deserve so they will finally get closure. The most important thing is you will leave with a closing argument that you can reproduce for all your cases going forward.

REVIEWS

"Great intro to closing, really great examples! Throughout the course we had the opportunity to role play our evolving design. This interactivity was so important. On a whole, really great insight and I thoroughly enjoyed the ability to explore openings with a group of people that had built some trust to be able to speak openly with each other."

Christopher Benoit, TX/New Mexico

Appreciated the examples given by the instructor which were based upon his trial experience. Instructor made sure everyone participated and critiqued each other, which made it a great learning experience. The course was packed with a lot of information and no time was wasted. I expect from now on I will be using the systematic step by step methodology for creating Closings Statements that we learned.

John B. Stolarz, MD

ADVANCED FOCUS GROUPS

The amount of material is challenging. But there is a right way and wrong way to do Focus Groups and the results are dependent on doing them the right way. The Edge FG System teaches you HOW TO do many more FG and HOW TO get the most from your FG.

Topics expected to be covered: 10 Alternatives to the Passion Question, FG Medical Knowledge, Adversarial FG, FG Demonstrative Evidence, FG Memos, FG Tools & Techniques such as Quarantining Unruly Jurors, Avoiding Common FG Failures, FG Planning & Purpose, Three Repeats and Then What?, Proper use of Open Ended vs Closed End Questions, Effective Use Flip Charts, Exploring Juror Attitudes, and much more.

To attend this ADV Course you do not have to be a Graduate, You do have to have the Undergraduate Focus Group and Voir Dire Completed first.

"The FG checklist is a good tool to have in the toolbox. Developing a deeper understanding of when to use which focus group at which stage of the case will be very beneficial. I now know the importance of doing the focus group memo within 48 hours and I will now do my best to implement that for my cases."

Kyle Kent, MO

REVIEWS

"Very useful new information that was beneficial to be reminded of the proper techniques for conducting focus groups. As is the in all in person graduate level EDGE classes, the cross talk between the students, all experienced Edge attorney is insightful and supplies useful practical information."

I deeply appreciate the time and effort put into creating the course and teaching it to me and my colleagues."

Benard Solnik, MD

"I really enjoyed the course. It was my second time taking it. It was a nice way to "get back to the basics." I found lots of ways to improve on how I have been conducting my focus groups. The connections made in person cannot be made on zoom. I have lots of work to do moving forward."

Patrick Scott, TX

BLACK LETTER LAW

This 3-day course teaches the Black Letter Law used for all Keenan Trial Methods. How to weaponize the Black Letter Law; How to Make proper arguments for all Keenan Trial Methods, and How to Write Trial Briefs to provide the judge with the relevant case law, motions in limine, and responses to motions in limine for all Keenan Trial Methods. With templates, actual examples, and role-playing - plus several trade secrets which cannot be listed publicly.

“Great class. Title doesn’t really indicate how useful and necessary this class is! Great faculty too. Very impressed that 5 faculty showed up to teach the entire 3 day course!”

Rob Curran, MO

REVIEWS

Excellent course! Lots of practical tools and ways to make things simpler for the Court and jury. Break put role play was very helpful.”

Michelle Gessner, NC

“This course awakened me that there is so much more to weaponizing Black Letter Law than only Trial Brief. In fact, learning how to think about the law, the purposes of tort law and how to defend the evidence we plaintiffs may be just as important if not more important.”

David Crump, WA

“Very helpful going through law on Duty, Forseeability, etc with key cities. Role playing/ practicing was very helpful. Love the templates to get evidence, the evidence chart and the total brief outline.”

Seth Schaumburg, LA

TRIAL MANAGEMENT

Trial Management is a system. Trial Management requires organization, ability to manage risk and make sacrifices. Trial Management is time commitment with a focus of passions for the law and your client. In this course, we show how to try the case as a Team in an organized, efficient system. This course is only taught once a year.



“This college puts together the mechanics of preparing and trying a case. I am confident I can put these strategies to good use with my entire office now. Not a subject matter you can learn anywhere else other than the Edge.”

Mike Yonke, MO

REVIEWS

“Best course ever! It shows in some practical detail, flip charting, topic notebooks, and all the KTI attendees and RAs are exposed to in other programs. Trial Management provides repeated examples of how all of the techniques are laboriously executed in practice in real trials.”

Jim Gagax, CO

“Every KTI course offers some incredibly valuable practical method or technique, but this course is as practical as it gets. The real sausage making. The Team Approach, The Routine, and the 800 lb. Gorilla are all key concepts that i will work into trial planning and execution.”

Jim Sanford, TX

HIT LIST

This course focuses on developing the depo HIT LIST and role playing to achieve the hits. Most importantly the course teaches how to turn the results of the HIT LIST into use in editing video clips for mediation and ultimately cross exam at trial. Role play and practice is central to the course.

You do not have to have Graduate status to attend this course. You must complete the Undergraduate Rules, Focus Group and Depositions courses before you can attend.

Overall the course was fantastic and extremely helpful in thinking about how to develop hits. Working collaboratively on case specific hits and hearing others share their hits was valuable.

Jason Erlich, CA

The five question templates for the second leg of the hits stool and exercise that went along with them was the first point where the hits lessons started making sense to me. It is a great way to illustrate the concept and practical use of hits for cross.

Michael Denny, GA

I learned something everyday! Most importantly, it inspired me to practice and learn even more. After the 3 days were over, our office decided to make an application as a referring attorney on a case we have yet to file. Excellent at it's finest!

G.Joe Schwab, WA

ADVANCED WITNESS PREP

You've learned what to ask in the undergraduate Voir Dire class. Now learn the hows and whys behind the templates. Using the techniques learned in The Keenan Trial Institute's Advanced Voir Dire class, you will KNOW who to strike from your panel and will be armed to make those strikes.

Cases ARE won and lost in voir dire. Learn how to start your trial out on the right foot.

"Fantastic. Substantively, the POV is a great tool I overlook but realize more and more how critical it is. I work best with templates and set ups, so this course is perfect for me. The 4 squares helps me organize the process. And, forcing the client to put bricks on the wall is super. This course made me realize so many mistakes in my last two trials - I didn't embed enough stories. This course teaches, once again, the power of story. The role playing is extremely helpful. I particularly enjoyed learning how to do direct exam for trial. Reading the Gill family transcripts is exactly what I've been hoping for and missing in my Edge journey up to this point. The connection between client prep and interviewing the Before & After witness is powerful. I also learned the importance of embedding stories re: isolation, lack of mobility, etc. Thanks Papa Don for a wonderful course."

Peter Levine, CA

REVIEWS

"The deep dive into POV of our clients was priceless and answered so many questions and problems with my client prep in the past. Great to take part in and hear others POV of different witnesses. Wow! Role playing was vital to understanding the Macho Man/ Wrongful Death Template and Grief templates. Thoroughly enjoyed this class! Now I need to update and incorporate my systems and outlines with what I learned!"

Jim Fitzsimmons, IA

"I have already limited my case load but probably should limit even more because to do this witness prep right, and focus group and so on. Witness prep is the reason I got turned on to Edge and it has changed my practice. Great job Mr. Keenan & Instructors for driving into this and revolutionizing our practices."

Sydney McKennon, MT

SEEING IS BELIEVING

(This course is currently under revision)

For over 40 years Mr. Keenan has been an innovative leader in the Courtroom. One of the reason is because he understands Non-Verbal Persuasion (NVP) better than anyone else!

IMAGINE looking behind the curtain to SEE what Mr. Keenan has created and used over the decades to WIN cases and WIN **BIG** for his clients who deserve justice!

Advocates are at their best when their mouths are closed and the NVPs allow the jury to connect the dots for themselves. This is the Ultimate persuasive power.

The Course will cover WHY NVP is so powerful.

There is a review of the Edge Stools to remind students about the fundamentals of an Edge Case Then, an incredible tour of 18 different types of NVP Tools that Mr. Keenan has given us all.

Statistics, Safety Rules, Checklist, Concentric Circles, RW/WW - this College has it all and so much more.



“So powerful and useful. Great to learn not only how to do it but the power of why you do it. So many great tools!!! Can't wait to try them all.”

Eugene Locken, CA

“This is one of the finest courses KTI has to offer. It was an eye-opening game changer for me. Learning how to use flip-charts for simultaneous echoing is fantastic!”

Eric Zagrans, OH

“Very powerful! The day significantly reorganized my priority on DE versus “admissible evidence.” I liked the luxury of multiple instructors.

Brain Sanford, TX

“The instruction was stellar. The echo role play was instructive, expanding the concept NVP from DEs. Another takeaway is the emotional component of NVP and symbols. Every Edge lawyer can elevate their game by internalizing and understanding the refinements of ‘visual aides’ that one takes away from this course.”

Bright Lindler, NC

DIRECT EXAM

Tirect Exam is an oftentimes overlooked skill set as we prepare for trial given much of our preparation is focused on our opponents' witnesses. The importance of sequencing and direct exam word choice can seem like a simple and easy task given our witness preparation training and that we rarely question our own client when we produce them for deposition.

But how often have we reached the point of direct exam trial preparation and struggle? Whether it be our own client, lay medical (B&A) witnesses or disinterested independent witnesses the direct exam is an integral part of any trial success.

Using the Direct Exam of Client Go-By book as our starting point one will learn in the Direct Exam College through real life trial examples of Mr. Keenan's direct examination how to effectively conduct and present your evidence in a way that is genuine, authentic and will help connect all of your witnesses with the jury.

Associate Dean Morrissey said he used the Whalstrom Direct from the Go-By book to craft the direct exam of a client in an Interpleader Trial. "She was by far the most real and believable witness that connected with the fact finder when she testified," he said. "And given the nature of an Interpleader our adverse parties were represented by some other top notch Plaintiff's attorneys."

The Direct Exam college is a must-have skill set for any trial attorney.

REVIEWS

"Drinking water thru a fire house but GREAT WATER! The Direct Exam checklist is just what I needed. This course and the instructors are turning my biggest deficit into a strength."

Jim Ammerman, TX

Great discussion with instructors and students on Day 1, which helped to lay the foundation for the next 3 days. My biggest takeaway is how important the client bio is and that it needs to be done early on. This is an essential course to help you learn the correct DE system."

Stephanie Mensing, PA

"The content of the entire course is fabulous as it really brings together the varied components of the Edge System revealing the beautiful symphony, and the power, of the Edge. Client bios, go-by book and templates provide you with tools for conducting a powerful & emotional DE!!!! This was my second time taking this course and I am so glad I did because I believe I have a much deeper understanding of the content having done so."

Patricia Barasch, NJ

ASSOCIATE DEAN BIOGRAPHIES

DAVID HOEY

David is a trial lawyer recognized across the country for his advocacy on behalf of victims of abuse and neglect in long-term care facilities, David's career has exceeded his expectations. He won his argument to the Massachusetts Supreme Judicial Court that arbitration provisions in a nursing home contract were unfair to residents. He has obtained multiple record-setting resolutions for his clients, including the highest verdict for a nursing home death case in Massachusetts – a \$14.4MM award during a time when state law was not favorable for this type of case. He is often called upon to negotiate, pro hac, consult and try cases across the country.

David readily credits his success as a trial lawyer to his solid blue-collar upbringing which prioritized the importance of hard work, compassion for fellow-citizens, and respect for the sacrifices made by elders. Over the years, David expanded his practice to represent other vulnerable members of our society, including individuals and families affected by catastrophic injuries, wrongful death, elder neglect and abuse, premises liability, medical malpractice, product liability, negligent security, and other cases where corporate negligence plays a key role. David also enjoys working with other lawyers who share his mission and commitment to hard work, as well as educating and training lawyers in the skills needed to successfully advocate for clients in the courtroom. Since 2010, David has served as Dean of the Keenan Trial Institute, devoted to educating trial lawyers across the country on the system and techniques necessary to win and protect the community's safety, as well as deter wrongdoers by holding them accountable. David is passionate about creating a positive community at KTI, serving justice to those in need, and believes every case deserves respect and compassion by applying the Black Letter Law.



His time with the KTI has been essential in his success and in his ability to diversify and expand upon his practice's offerings. David's involvement with KTI began in 2010. He was fortunate to be able to combine his and Don's talents trying a case together to verdict in Boston.

David finds great satisfaction and motivation in teaching and sharing his knowledge by training and mentoring up and coming trial lawyers. David is proud to be The Dean of the Keenan Trial Institute.

"The hour is fast approaching on which the honor and success of this army and the safety of our bleeding country depend. Remember, officers and soldiers, that you are freemen, fighting for the blessings of liberty." -George Washington, General Orders, August 23, 1776



THE
DEAN

SHARI BOSCOLO

Shari Boscolo is an experienced trial lawyer who lives in Montgomery County Maryland. From a very young age, she knew that she wanted to be “on stage”. For over 20 years, she was a defense lawyer where she tried hundreds of jury trials. Tiring of that, and wanting to help the injured she switched sides in 2016.

Since that time, she has tried several successful automobile cases, all over the State of Maryland using the techniques she learned at the Keenan Trial Institute.



CO - DEAN

WOMEN'S SUMMIT



CO - DEAN

HIT LIST

MINDY BISH

Mindy Bish made the best decision of her life when she decided to attend law school in her thirties. She has been practicing law since being licensed in 1993, and specifically been fighting for injured people since 1995. Mindy is the founding partner of Bish and Cutting and now works full-time as a partner in the Keenan Law Firm running the Premise and Tractor Trailer Groups. She has always strongly believed that injured people should be awarded fair compensation both for their medical bills, but also their pain and suffering.

This belief was strengthened when Mindy suffered from her own collision, when driving 50 miles per hour on the highway, she was struck by a semi-truck. This led to multiple surgeries and an even stronger conviction to helping clients after being on the other side of a lawsuit.

Mindy has devoted her life to the practice of law, staying up to date on the new ways of practicing and how she can assist clients. Mindy is qualified to teach seven of their twelve available courses taught at the Keenan Trial Institute.



BEN BOSCOLO

Benjamin Boscolo dreamed of being a trial lawyer as a teenager. He is thankful that he protects people every day. Ben has tried hundreds of jury trials in state and federal courts in Maryland, Virginia and Washington, D.C. His focus on justice for the people has changed the law in all three States. His client-focused belief in better for all of us drives his love for being a trial lawyer.

His firm has secured hundreds of millions of dollars in benefits for working men in women in the Metropolitan District of Columbia area. He personally has secured many verdicts and settlements worth more than a million dollars. Ben authors a chapter in the Law of Professional and Amateur Sports Treatise.

He has been honored to be appointed as designated workers' compensation counsel for the National Football, Professional Hockey and Major League Soccer Player's associations. He was named is a Fellow of the Maryland and American Bar Foundation and incited into the College of Workers' Compensation Lawyers.

Ben has been an instructor in the Keenan Trial Institute since its inception. His work with the ground-breaking trial lawyer, Don Keenan, has revolutionized the system Ben follows to protect their client's rights, to hold wrong doers accountable and make their community safer. The most important thing that Ben's work with Keenan Trial Institute has led his firm to discover the right way to be a trial lawyer.

AUGUSTUS BROWN

Augustus F. Brown is both a trial lawyer and trial consultant from Baltimore, Maryland. He has been representing injured people for over 43 years. He has written many articles on trial skills and conducting focus groups. Over the years, he has served on boards of national and state trial lawyer organizations. In 1999, Gus was inducted as a fellow of the American College of Trial Lawyers. He serves as President of the Maryland chapter of ABOTA.

He is currently Co-Dean of the Keenan Trial Institute course, Focus Groups, and has attended almost all of the Keenan seminars and courses since 2009.

2019 Instructor of the Year

FOCUS GROUP



STACEY CUTTING

Stacey Cutting is a trial lawyer in Southern California. Ms. Cutting focuses on litigating cases against companies and individuals who violate the safety rules, and holding them accountable for the injuries they cause.

Ms. Cutting was introduced to the Keenan Edge System in 2016, and has taken several cases to verdict. The Keenan Edge System has given her the tools and the confidence to ensure that her clients are getting the best representation possible. One of Ms. Cutting's great joys has been co-counseling cases with the Keenan Law Firm where she gets to work directly with Mr. Keenan, and collaborate with immensely talented attorneys from around the country. Stacey is the the Dean of the Mediation Course, has been trained to teach several of the undergraduate courses, and currently teaches the KTI Advanced Mediation course, and Closing Arguments course.



MEDIATION

KARI JONES DULIN



CO - DEAN

WOMEN'S SUMMIT

Ms. Jones Dulin has dedicated her entire career to representing those who have been injured because of negligence or intentional wrongdoing.

Ms. Jones Dulin has successfully represented hundreds of clients across the state of Colorado for injuries sustained in car crashes, trucking crashes, dangerous premises, sexual and physical assault/battery, medical and dental negligence, and insurance bad faith.

Ms. Jones Dulin is a partner with Foster Graham Milstein & Calisher, LLP. Ms. Jones Dulin obtained her law degree from Drake University Law School in May 2003 and she achieved a Master of Laws in Health Law in May 2005 from St. Louis University Law School.

She heads the personal injury department within Foster Graham Milstein & Calisher, LLP. She attended the one- month Trial Lawyers College in Dubois, Wyoming.

Ms. Jones Dulin has been the Edge moderator for Colorado since 2012 and is instructor for the Damages course. Ms. Jones Dulin has been a Super Lawyers Rising Star from 2018 – 2020. She has been on the Board of Directors for the Colorado Trial Lawyers Association for four years. She is also the current treasurer for the Colorado Trial Lawyers Association.

DOUGLAS DYKES

Douglas Dykes is an attorney in Panama City Florida. He has secured two six figure jury verdicts as lead counsel. He has personally handled and settled multiple case resulting in six figure settlements.

In Law School, Doug published a Note in the American Journal of Trial Advocacy - Articulation of Non-Race Based Reasons for Peremptory Challenges after Batson v. Kentucky, 17 Am. J. Trial Advoc. 245 (1993 -1994). In 2014 Doug obtained his Board Certification in Civil Trial Law from the Florida. Less than 2% of the attorneys in Florida are Board Certified.

Doug has completed 8 undergraduate courses with Keenan Trial Institute. Doug is currently Faculty for Focus Group and Depositions. Further, he had the privilege of working directly with Mr. Keenan and KLF as a "Fellow" from March 2016 to March 2017.



DANNY ELLIS

Danny Ellis first came to the Edge in 2012 after leaving a defense firm. From that time, Danny has immersed himself into trial philosophy. Danny's use of the Edge method has resulted several great trial results in his personal injury practice.

Use of the Edge process has resulted in several cases being settled well above a million dollars. Currently, Danny is the assistant dean of the Deposition course, the moderator for the Voir Dire Listserv, and Faculty for most of the KTI Undergraduate courses.



DEPOSITION

ADA WONG

Ada K. Wong is the Managing Partner of AKW LAW, P.C., focusing her practice on advocating for employees' rights. She co-hosts the Keenan Trial Institute Employment Seminar. She is the Co-Dean of the KTI Voir Dire college, and teaches the Mediation & Settlement and Voir Dire courses. She is one of the fastest graduates of the KTI colleges and the youngest to be hand-selected as KTI faculty.

Beyond her daytime lawyering, Ada is an Adjunct Professor at the Seattle University School of Law, teaching Employment Discrimination. She also serves as an Arbitrator in Washington state. She is on the Editorial Board of Trial Guides and the Executive Board of the Washington Employment Lawyers Association (WELA). Previously, she was the Editor-in-Chief of the Washington State Association of Justice (WSAJ) Trial News, an Editorial Board Member of the American Inns of Court The Benchers, on the WSAJ Board of Governors, and the President of the Vietnamese American Bar Association of Washington.



VOIR DIRE

AMANDA ITTERLY

Amanda Itterly is a trial lawyer in Charleston, South Carolina and works alongside fellow KTI faculty Kevin Smith. From Amanda's earliest days in law school, she knew she wanted to be in the courtroom fighting for justice.

Amanda's competitive spirit can be traced back to the days when she competed internationally on the equestrian circuit and won two national gold medals in dressage. Through hard work and long hours of research and preparation, Amanda applies the same dedication and intensity to her cases.

After many role-playing sessions and a lot of persistence, Kevin and Amanda received their \$1.4 million non-negotiable demand for their client shortly before trial.

Amanda recently graduated from Keenan Trial Institute and immediately became a Faculty member for the Undergraduate Mediation course.



ADV MEDIATION



BLAKE JOHNSON

Blake is a trial lawyer from Orem, Utah. After considering leaving the practice of law, Blake found his calling as a trial lawyer and representing injured people. His favorite part of being a trial lawyer is taking on the machine that is the defense industry and coming out on top.

Blake used to be a private investigator and brings that experience to uncover the defendant's secrets. Blake is a graduate of the Keenan Trial Institute and loves teaching other lawyers the skills and strategies that have proven to be successful in his own career. In Blake's young career he has received verdicts of \$300,000 in a MIST case with a final pre-trial offer of \$25,000, \$450,000 in a disputed liability /causation child playground case, and \$196,000 in an auto-pedestrian case with a pre-trial offer of \$50,000. Blake enjoys the challenges that come with representing plaintiff and loves making a difference in his clients' lives.

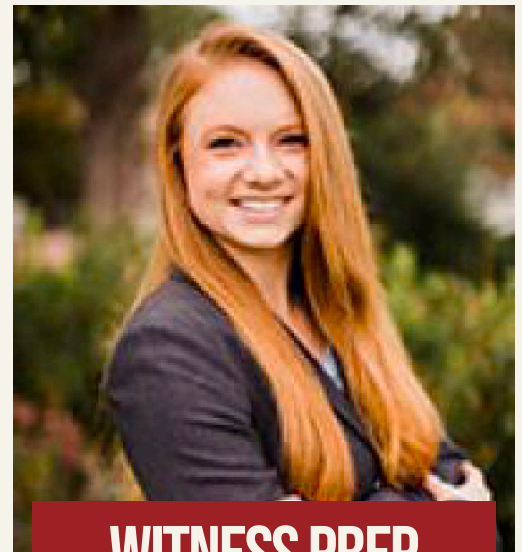


TRIAL

NICOLE MCNAMARA

In November 2018, Nicole joined White & Stradley, PLLC in Raleigh, North Carolina where she currently practices personal injury and medical malpractice. She began her Edge journey in early 2019 and obtained graduate status in May 2020. Nicole is also a referring attorney with the Keenan Law Firm along with David Stradley on a medical malpractice case. She spoke at the 2021 Medical Malpractice Seminar on informed consent in medical malpractice cases, and more specifically how to take the defendant doctor's deposition in such cases. Nicole is excited to join the KTI Faculty teaching Undergraduate Rules and Admitted Liability courses.

Outside of her practice of law, Nicole serves as the Secretary on the Board of Directors for the Wesley Campus Ministry at UNC. She was heavily involved in the ministry during both her undergraduate and law school years at UNC. Nicole and her husband, Pat, love to travel, hike, and spend as much time with friends and family as they can.



WITNESS PREP



GREGG LUTHER

The Keenan Trial System transformed my practice into a calling - putting it on the path to reaching my expectations of myself for my clients.

The results speak for themselves - better verdicts, better settlements, peer recognition awards, professional accolades, scholarly publications, and obtaining Justice for The People. Being a part of the Keenan Trial Institute Faculty and sharing the tools to help others make the transformation is a humbling privilege.

JIM LYONS

Jim Lyons has practiced for over 40 years doing Plaintiff's personal injury work as well as commercial litigation.

In 2017, a fellow KTI attendee and I were successful in obtaining a \$46.5M jury verdict in south Arkansas on behalf of a severely injured child. The largest an ultimate settlement of an MDL for numerous farmers in excess of \$40M and for several seed dealers in excess of \$3.0M.

Jim has been attending Keenan Seminars since 2010 he has completed all of the undergraduate courses and has taught 7 of the 9 Undergrad and 3 of the graduate courses Jim was honored by KTI as a superstar and was named the instructor of the year at the most recent KTI banquet. He has worked a case to settlement or verdict with Papa Don and has been to the beach many times for case workshops.

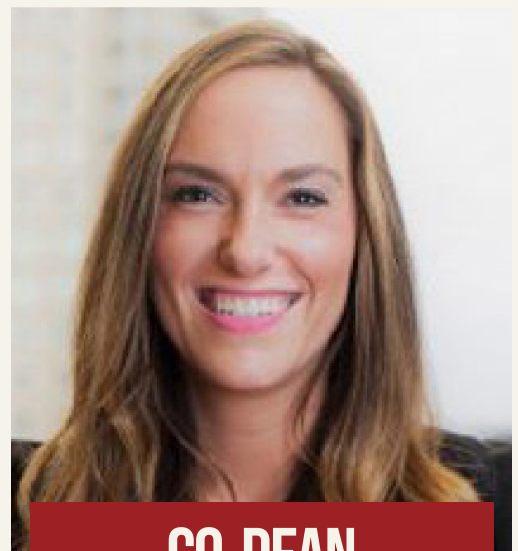


RULES & CASE SELECTION
CO-DEAN

AMY MILLER

Amy is a trial lawyer from Seattle, Washington. She brings passion to everything she does, and believes that representing clients is about becoming each clients' friend, confidant and their advocate. From a young age, Amy learned independence, drive, motivation, and to never take no for an answer.

She has represented plaintiff for six years in cases stemming from auto collisions, construction site incidents, product defects and premise liability injuries. After switching from the defense to plaintiffs side in 2012, she has successfully tried five cases to verdict. In 2015, she received a verdict of nearly \$900,000 on a disputed injury case where the pre-trial offer was zero; and again in 2016 a verdict for nearly \$600,000 in a disputed surgical case stemming from a roll-over auto collision where the pre-suit offer was \$100,000. Amy takes difficult cases to trial that out of fear of losing, others would shy away from.



CO-DEAN

THOMAS MORRISSEY

Thomas Morrissey received his B.B.A. and J.D. degrees from the University of Arkansas at Little Rock. He focuses his practice on obtaining justice for victims of injury and death and their families.

Thomas is licensed to practice law in Missouri, Arkansas and Texas and is a regular inactive member in Nebraska.

Thomas is a member of the Springfield Metropolitan Bar Association (SMBA), Missouri Association of Trial Attorneys (MATA) and the American Association for Justice (AAJ).

He was a 2004 and 2008 speaker at the SMBA annual PICLE, personal injury legal education, a 2005 speaker for the National Institute concerning uninsured and underinsured motorist claims, and a 2008 speaker at the Solo and Small Firm Conference "Sunrise CLE" (Continuing Legal Education). He also participated in a mock trial for the Ozarks Regional Mock Trial Competition as a judge.

Thomas is a proud father and resides in Springfield, Missouri, with his two children, Joshua and Elizabeth (Ellie).

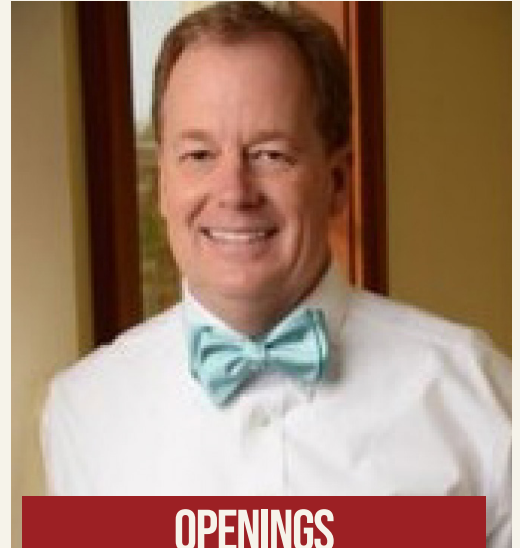


DIRECT EXAM

BRIAN SANFORD

Brian Sanford is a trial lawyer in Dallas, Texas. Most of his practice is devoted to helping people who have been wrongfully terminated or harassed at work. Brian became involved with Keenan Trial Institute in 2012. He is a graduate of the KTI college and is working his way through the graduate courses. He says the instruction and training has reduced fear, increased skills, and instilled insight.

Since becoming involved with KTI, Brian has obtained a million-dollar judgment against a university, an \$850,000 verdict for age discrimination, sex discrimination, and retaliation; a \$1.25 million settlement after a favorable judicial award; and a verdict of \$1 million with an additional \$800,000 in attorneys' fees in an oral contract case in which he was co-counsel with other KTI attorneys. Each of these cases were low offer or no offer cases and are a direct result of KTI training.



OPENINGS
CO-DEAN

RYAN SKIVER

Ryan Skiver is a trial lawyer who practices all over the country, but is based out of Arizona. He does all types of cases from trucking to premises liability cases. Ryan looks for every opportunity he can to do a jury trial, and has argued in front of the Arizona Supreme Court.

Ryan first got started with Keenan Trial Institute in 2010 when he attended his first seminar Welcome to the Revolution, and has attended every seminar since. He has been co-counsel with The Keenan Law Firm on two cases and involved as an instructor at Keenan Trial Institute from the beginning.

Ryan was a contributing author in the Opening Statements book authored by Don C. Keenan. Ryan graduated from the Keenan Trial Institute and has taught 6 undergraduate courses and two graduate level courses. Ryan also speaks regularly at the Keenan Trial Institute seminars. He is the Arizona listserv moderator.



CLOSING LIABILITY

DAVID STRADLEY

David Stradley has represented plaintiffs in injury and other cases in North Carolina state and federal courts since 1995. He began his Edge journey in 2007 at a preview seminar for the Reptile Manual. David handles catastrophic injury, insurance bad faith, consumer class actions and welcomes associations with fellow Edge lawyers.

David has multiple seven-figure verdicts and one eight-figure verdict. A KTI Graduate, David serves as Co-dean of the Advanced Cross-Examination course and teaches Advanced Opening. He has spoken at a number of KTI seminars as well.

David enjoys flying his airplane for business and pleasure and spending time with his wife and two daughters.



ADV CROSS

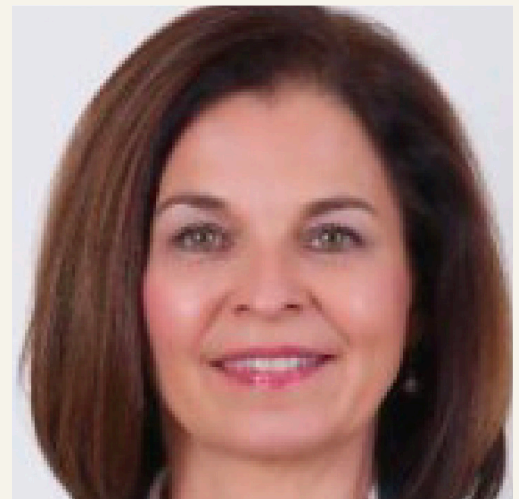
CATHERINE RINALDO

Catherine M. Rinaldo has handled countless personal injury cases from settlement through verdict and she has recovered over 18 million dollars for her clients.

Through training at the Keenan Trial Institute, she has learned to look at a case beyond the event. Ms. Rinaldo and her law firm work tirelessly to secure justice and monetary compensation for their clients as well as a safer and more civilized community.

Today, Ms. Rinaldo is a member of the Multi-million Dollar Forum and the Million Dollar Forum. Ms. Rinaldo is a graduate of the Keenan Trial Institute and serves as a faculty member. She is a participant in a local list serve that hosts bi-monthly focus groups which strictly adhere to the Keenan Ultimate Focus Group model.

She has worked a case to settlement or verdict with Papa Don and has been to the beach many times or case workshops.



**AMMITED LIABILITY
CO-DEAN**

COURTNEY PARKER WILSON

Courtney Parker Wilson began practicing law in 2016 at the Tynes Law Firm, P.A. Courtney learned the terrible consequences of catastrophic injury when her younger brother suffered a traumatic brain injury in a car wreck. It changed her perspective and began a desire to help those who have been injured. When she began at Tynes Law Firm she was introduced to the KTI method.

Over the last few years, she has become a KTI graduate, Co-Dean of the Black Letter Law College, and a referring attorney. In addition, Courtney was a featured speaker at the Black Letter Law Seminar. She recently settled a slip and fall in for \$600,000.00 and participated in her first personal injury trial – the bench opinion is pending.



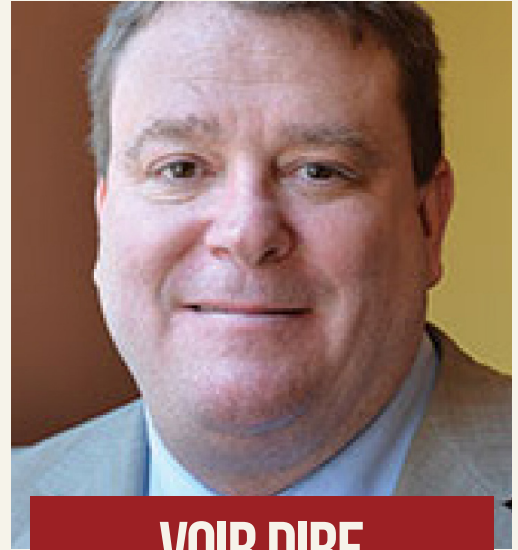
**BLACK LETTER LAW
CO-DEAN**

MICHAEL YONKE

Mike is a trial lawyer from Kansas City, Missouri. He has represented plaintiffs for twenty - ve years in all areas of tort law with an emphasis on medical malpractice and negligent security cases. He recently obtained a wrongful death malpractice verdict for \$735,000 and settled a negligent security wrongful death case for \$3.2 million several days before trial. Mike started his Edge journey in the very first Welcome to the Revolution Seminar held in Dallas, Texas.

Since that time, he attended seminars and graduated from the Keenan Trial Institute, attending every undergraduate course, several multiple times. He has continued his training taking several graduate courses.

He enjoys teaching the Keenan Trial Institute colleges. He has worked a case to settlement or verdict with Papa Don and has been to the beach many times for case workshops.



VOIR DIRE

LAURA ZOIS

Laura Zois focuses on representing people who have been injured by doctors and primarily handles birth injury cases, catastrophic injury claims, and wrongful death cases. Laura's verdicts and settlements including a \$10,000,000 verdict for the wrongful death. She has also obtained an \$8 million verdict on behalf of a mother for the wrongful death and survival action of her son.

Ms. Zois is a member of the Inner Circle of Advocates, she is one of only nine women invited to this group. Her firm has been attending Keenan Trial Institute since 2009. She has been to many of the College courses as well as the Seminars.

She has worked a case to settlement or verdict with Papa Don and has been to the beach many times or case workshops.



**CO-DEAN
WOMEN'S SUMMIT**

FACULTY BIOGRAPHIES

JAMES AMMERMAN

Jim Ammerman is a trial lawyer from Marshall, Texas. He began representing with his father in his hometown in 1979.

Jim has tried over 80 cases to verdict. He served on the bench for 18 years and elected to return to full time law practice in 2015.

Jim attended his first Keenan seminar in 2013 and knew immediately it is revolutionary. He has attended all of the Undergraduate courses and has begun taking the Graduate courses. He is Assistant Dean for Advanced Mediation and faculty for Depositions, Witness Prep, and Mediation.



A fun evening was had by all at the 2019 Banquet and Honors Night.

ADAM ANDERSON

Adam Anderson since graduating from law school, Adam has gained nation wide litigation experience as a personal injury attorney, recovering millions of dollars for his clients.

Over the years, Adam has gained recognition in the community as a top personal injury attorney and has been recognized as “ Legal Elite” and “Best Up and Coming” by the Nevada Business Magazine.

Before founding his own law firm, Adam was selected and completed a yearlong fellowship under the direct mentorship of the great trial lawyer, and founder of the Keenan Trial Institute, Don C. Keenan. Today, Adam remains involved as a faculty member at the Keenan Trial Institute.



CHARLES ARMBRUSTER

Charles Armbruster devotes his career to fighting for the rights of injured individuals. For almost 25 years, Charles has traveled the country representing injured individuals in 21 different states. He has obtained millions of dollars in verdicts and settlements for his clients, including over 15 cases that each resulted in recovery of \$1 million or more.

Charles was also recognized by Leading Lawyers as one of the top lawyers in Illinois. Membership in this organization is limited to less than five percent of practicing attorneys in a state.



TODD BAILESS

Todd started Bailess Law, PLLC right out of law school and began litigating cases throughout West Virginia. At the outset of his legal career, Todd primarily practiced criminal law, providing him the opportunity to try cases to verdict and gain invaluable courtroom experience.

Over the years, Todd gravitated towards helping individuals who were wronged in the workplace and those who were injured.



BIJAN DARVISH

Bijan Darvish practices employment law in Southern California. His practice focuses on representing employees in discrimination, harassment, retaliation, and administrative matters. Bijan teaches the Openings college course and Employment Seminar for KTI.).



NICHOLE BOOKER

Nichole Booker is a trial attorney whose primary focus is medical malpractice. She represents individuals who have been injured by doctors, hospitals and other health care providers. Her singular focus on the law as it relates to medical malpractice has served her clients well.

Prior to joining Mast, Mast, Johnson, Wells, & Trimyer, Nichole worked for several medical malpractice defense firms representing hospitals and doctors against medical malpractice claims. She now utilizes her experience as a defense lawyer to represent patients who have been injured by the negligence of medical professionals. Having represented clients on both sides of medical malpractice claims gives her a very unique perspective and is certainly an added advantage to her clients. Ms. Booker is a member of the Johnston County Bar Association, the North Carolina State Bar and the North Carolina Advocates for Justice (formerly the North Carolina Academy of Trial Lawyers).



CLINT BRASHER

Clint Brasher has been licensed to practice law since 1999. He attended The University of Texas School of Law, graduating in December 1998. In his early career, Mr. Brasher's work was focused on injury trials, shareholder disputes, wrongful termination, and claims brought under the False Claims Act.

He has litigated over one hundred claims for policyholders following Hurricane Rita.

Mr. Brasher continues his representation of policyholders for a few clients following Hurricane Humberto and, then, following Hurricane Ike, he represented several hundred more. From 2005 to the present time, he has handled close to 1,000 litigated claims on behalf of policy holders. Notwithstanding the number of cases handled, he prides himself on establishing personal relationships with his clients.



MATT BRETZ

Matt Bretz handles all types of injury claims, including automobile, products liability, nursing home and premises liability cases. He has been recognized by CNN and by local and state news media for trial and settlement results in numerous cases. Bretz was selected by his peers for inclusion in "The Best Lawyers in America 2016" in the field of Personal Injury-Litigation-Plaintiffs.

It was his third consecutive selection for a Best Lawyers publication. Based on an exhaustive peer-review survey, "Best Lawyers" has become universally regarded as the definite guide to legal excellence. Mr. Bretz has an Avvo attorney rating of 10, the highest possible rating. He has also been recognized by "Super Lawyers" every year from 2012 through 2018.



KENT BUCKINGHAM

Kent Buckingham is a proud graduate of the Keenan Trial Institute. He is Proof Positive that you can teach an ol' dog new tricks. Kent has incorporated what he has learned from Mr. Keenan and his incredible instructors into his trial practice, culminating in a recent \$73 million dollar verdict in a medical negligence suit for a little boy and his mom. He is humbled to have been named our 2018 Attorney of the Year.

He has worked a case to settlement or verdict with Papa Don and has been to the beach many times or case workshops.

2018 Lawyer of the Year



ERIN CHRISTISON

Erin attended Gonzaga Law School where she graduated in 2003 as one of the youngest graduates ever from that school. After graduation she worked in private practice and as Deputy Prosecutor for the State of Idaho for several years. Erin has successfully litigated cases against international companies such as Samsung and Subway, and major insurance companies.

Erin is a member of the Board of Directors of the Oregon Trial Lawyers Association and a member of the Oregon State Bar.

Erin has completed two marathons and two triathlons (one while 8 months pregnant). She played collegiate soccer, served as the President of the Keizer Soccer Club, and enjoys spending time with her four wonderful girls.



TOBY COLE

Tobias “Toby” Cole is a partner at Midani Hinkle & Cole LLP in Houston, TX. He began his law practice as a defense attorney defending large multi-national corporations. Most of his work involved industrial and commercial personal injury matters. Tobias Cole In 2005, he switched sides and began working exclusively for injured individuals and their families. Mr. Cole’s practice includes catastrophic injury and wrongful death cases of all types. He also focuses heavily on discrimination, employment and medical malpractice issues.

In 1990, Mr. Cole was injured in a diving accident that left him completely paralyzed from the neck down. This unique perspective has led him to focus and develop a clientele with catastrophic injuries, including, paralysis, head injuries, and amputations. His first hand knowledge of the challenges of people with disabilities and their families helps him not only provide excellent legal advice, but also guidance as they learn to live with life altering conditions.



BRENT CRUMPTON

Brent Crumpton started his career as a defense lawyer but switched sides in 2000 and began working exclusively for consumers and injured folks. Brent has represented plaintiffs throughout the United States in a wide variety of cases.

In December 2010, Brent ended Welcome to the Revolution. Using the tools from the seminar, Brent restructured and retooled his entire practice, and in the process rediscovered his purpose. In 2014, Brent started attending the Keenan Trail Colleges (KTI) which he credits for his ability to secure back-to-back settlements of \$7,600,000 and \$9,200,000. Brent eagerly use the Edge he had gained (and continues to gain) from KTI in every case and recently received a \$720,000 verdict on behalf of an injured worker who had no claims for lost wages or medical expenses.

He has worked a case to settlement or verdict with Papa Don and has been to the beach many times or case workshops.



ROBERT CURRAN

Rob Curran is an experienced trial lawyer from Springfield, Missouri, practicing law for more than 30 years. He's passionate about making sure the powerful don't take advantage of the powerless.

His practice areas are varied and include personal injury, tractor - trailer collisions, product liability, prevailing wage suits, FLSA violations, and class actions. He has substantial trial experience going back decades, and is a former judge. He has both Graduate and Master 's degrees from KTI, and teaches the KTI Depositions College.

He has worked a case to settlement or verdict with Papa Don and has been to the beach many times or case workshops.



SHAKETTA DENSON

Shakétta A. Chimber (Denson) has always had a profound sense of justice and a compulsion to fight for others, so becoming an attorney was a natural decision for her. She feels strongly about giving back to her community and making a positive difference in the world by using the respect and trust that her position grants her.

She earned her Bachelor of Arts degree in Paralegal science from Stevenson University (formerly Villa Julie College) and went on to obtain her Juris Doctor from the University of Baltimore School of Law. Shakétta has practiced law for 11 years. Shakétta has always worked on behalf of the Plaintiff practicing in the fields of Social Security Disability, Landlord Tenant and now Personal Injury Litigation. Shakétta started with the firm of Chasen Boscolo in January of 2015.

One of her proudest achievements as an attorney was winning a million dollar jury verdict judgment for a friend who was hit and permanently disabled by a Garbage Truck.



MICHAEL DENTON

Michael Denton was born in Oklahoma City, Oklahoma, September 21, 1963; Raised in Mustang, OK, attended Mustang Schools K-12; Married (Kristi) with three sons (Trey, Andrew and Luke); attended Mustang United Methodist Church; served active duty in the U.S. Army 1983-1985, Honorably Discharged, MOS: 19 Kilo (M-1 Tanker)(Honor Platoon).

Areas of Practice: Business Representation, Contract Law, Corporate Law, Business Litigation & Collection, Employment Law, Administrative Hearings, Products Liability, Personal Injury, Medical Malpractice, General Civil Litigation, Domestic Relations Law.



JIM FITZSIMMONS

Jim Fitzsimmons is a trial lawyer committed to enforcing the safety rules that deter or prevent bad conduct, protecting us all, making our community safer.

Jim Fitzsimmons is regularly invited to teach on Trial, Personal Injury and Workers' Compensation topics at legal seminars offering Continuing Education credit to lawyers and their legal assistants. Please visit the Presentations Taught by Attorney page of our website to review a listing of topics researched and taught at legal seminars.

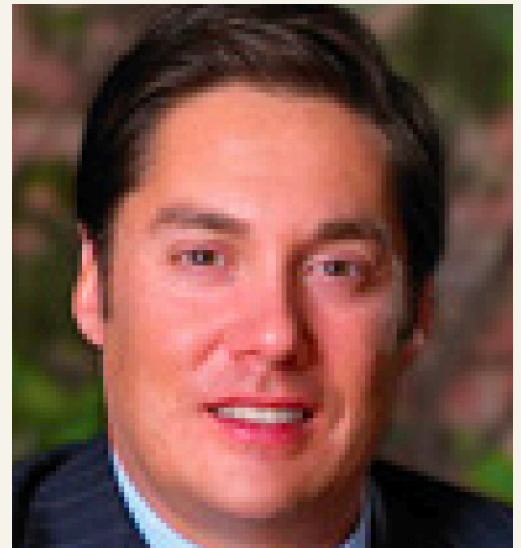
Jim Fitzsimmons learned his work ethic growing up on an Iowa family farm. Jim is active with his wife and sons, his church and community.



SCOTT FROST

Scott Frost is a former Army Officer who has represented victims of asbestos related disease for over 18 years. Scott's passion is representing families who have been harmed by corporations. Scott is an experienced litigator who tries benzene exposure and defective medical device cases along with asbestos exposure and mesothelioma cases.

Scott has multiple verdicts in the millions of dollars across the country and is licensed to practice law by the state bars of California, Texas, Georgia, Kentucky, Indiana, Hawaii, and Oregon. Scott is a graduate and master of the Keenan Trial Institute. He teaches Rules, Opening and Voir Dire. Scott is also a member of the American Board of Trial Advocates. He is also accredited by the Department of Veterans Affairs, and he formerly served with the Judge Advocate General's Corps of the U.S. Army. He has worked a case to settlement or verdict with Papa Don and has been to the beach many times or case workshops.



ANDREW GARZA

Andrew Garza is a trial lawyer and co-founder of the Connecticut Trial Firm in Glastonbury, Connecticut, which provides legal representation to the catastrophically injured.

Andrew understands what it means to overcome adversity. He grew up in public housing and worked his way through college and law school by waiting tables and tending bar. He has devoted his practice to helping those who are most vulnerable to obtain justice.

Andrew was fortunate to connect with the KTI community early in his career and has built a practice that uses KTI methods in every case and trial. In 2022, Andrew served as lead trial counsel in the Cruz v. Spec Personnel case which resulted in a record-breaking \$100 million jury verdict for a paralyzed man and his wife. The verdict was reported to be the largest verdict in Connecticut history. Andrew has also tried cases with fellow KTI instructor, Alexa Mahony, obtaining the largest verdicts in Connecticut history for both parental loss of consortium



AMY GIBSON

Amy Gibson is a trial lawyer in Dallas, Texas. She learned early from her family's examples that not participating in a wrong is not enough — you must speak up and do something about it. She represents individuals from all walks of life in employment cases and disability and health insurance benefit cases. She is dedicated to helping clients have their voices heard against the powerful and to change their communities for the better. The Edge seminars and KTI colleges have dramatically improved her ability to do so. Amy is one of the Moderators for the Employment Seminar as well as a Faculty member for Employment Elective and KTI #6 Witness Prep. Her first jury trial after reaching master level at KTI colleges will result in a judgment of over \$2 million, in a case in which defendants' final settlement offer was \$100,000.

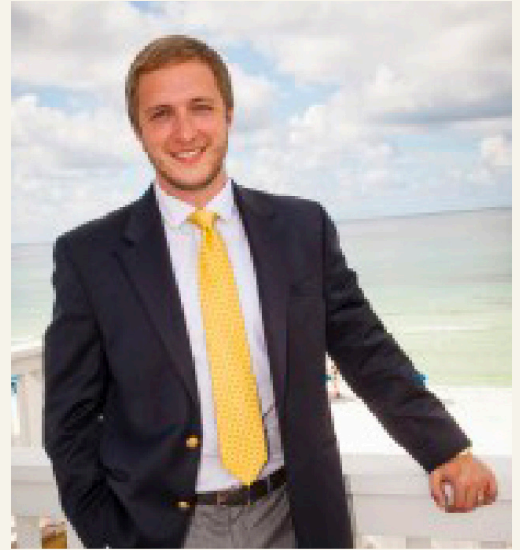
She has worked a case to settlement or verdict with Papa Don and has been to the beach many times for case workshops.



ANDREW GOULD

Andrew Gould is a trial lawyer who practices in Gainesville, Georgia. Andrew has been practicing for over six years, in which time he has tried several cases to verdict nation wide alongside first-chair Don Keenan, and has been intimately involved in the settlements of many high-profile cases.

He has also spoken at numerous Edge seminars, taught numerous KTI courses, and co-authored the book on Focus Groups.



ANN GRONIGER

Ann combines her passions for advocating for individuals and for bicycling culture. She represents injured individuals with a special interest in representing victims of bicycle crashes. Ann began her career in 1995 gaining daily courtroom experience as a criminal defense attorney for the Cumberland County Public Defenders Office and then in private practice in Fayetteville, North Carolina. Her criminal defense career culminated in several death penalty trials, including the first case to go to a North Carolina jury, in 2003, on the issue of a defendant's ineligibility for the death penalty due to intellectual disability.

In the meantime, Ann's utmost goal is to help her clients through difficult times. She recognizes that most people want to get back to their lives and not spend years in litigation. She and her staff work diligently and effectively to make that happen. However, when litigation is necessary, they are ready to fight hard for their clients' best interests and success.



MAREN TOBLER HANSON

Maren Tobler Hanson grew up in Tempe, Arizona and loves the Arizona desert. Maren briefly left the desert to attend Stanford University for a degree in economics and then to pursue a Juris Doctor and Master of Business Administration at Brigham Young University. Since 2001, Maren has practiced personal injury law as the lead litigation attorney at Tobler Law, PC.

Maren has litigated catastrophic injury cases involving bike, ATV, auto, truck and plane crashes. Maren has litigated cases involving devastating injury from defective products and medical malpractice. She has served as the Chairperson of the Personal Injury and Negligence section of the Maricopa County Bar Association; and on the Board of Governors of the American Association of Justice.



JAMES HARRIS

Jim Harris has passionately worked to advance the interests of injured workers at all trial and appellate levels. He is a Certified Civil Trial Advocate and Charter Fellow of the American College of Board-Certified Attorneys.

Jim was elected President of the Nebraska Association of Trial Attorneys in 2002. He continues to serve on the NATA Board and actively participates in legislative issues.

Jim graduated from the Keenan Trial Institute having taken 10 courses. In addition, a half-dozen seminars, including trucking, premises liability, nursing homes and medical malpractice. Jim became part of The Keenan Trial Institute Faculty in 2018. He has taught both the Rules and Deposition Colleges and presented at the Black Letter Law Seminar.



DAVID HART

David Hart is a Personal Injury Trial Attorney in Texas since 1991. David is on the Civil Trial Advocacy National Board of Trial Advocacy since 2008. He is the Co-Author of “Batson and its Progeny Prohibit the use of Peremptory Challenges based upon Disability and Religion: A Practitioners guide for requisition a Civil Batson Hearing”.

David’s Verdicts and Settlements include but are not limited to: American Airlines at \$2.3 Million, Baylor Hospital at \$4.5 Million, Trucking at \$9.5 Million, Janitorial Company at \$3 Million.

David has been attending Keenan Trial Institute since 2014 and has attended many Seminars and Colleges. He is currently a Faculty Member for the Voir Dire College course.



MARJORIE HAUF

Marjorie Hauf has been a trial lawyer since passing the Nevada bar in 2002. She is licensed in Nevada and Arizona. She is passionate about guarding her community against dangerous drivers, products, and insurance companies. She is a KTI graduate trained to teach Rules, Openings, Voir Dire and the Women’s Summit.

She has successfully tried many cases to verdict and obtained over \$50 million dollars in verdicts and settlements. Marjorie and her firm have a reputation of fighting and prevailing on some of the hardest cases, often that were turned down or dropped by other firms. She has worked a case to settlement or verdict with Papa Don and has been to the beach many times for case workshops.



ALEX HOFFSPIEGEL

Alexander Hoffspiegel has chosen to focus his legal practice in personal injury law, working alongside his father to help people who have suffered serious or catastrophic injuries. He represents clients in medical malpractice, wrongful death, tractor-trailer accident, car accident, premises liability and sexual abuse cases.

This concentrated focus has allowed the Hoffspiegel's to develop significant skill, comfort and familiarity with the complex litigation associated with these types of cases. In each area, there are special concerns. For example, truck accident cases can involve multiple state and federal regulations, and identification of the responsible parties may be difficult. Medical malpractice cases, on the other hand, require the participation of qualified experts before the case is even filed.

The child of two attorneys, Alexander didn't always plan to practice law—he started out in film school at American University in Washington, D.C. But, during a college summer spent working with his mother as she built a new practice, the law won him over. Today, he combines his film school experience with his legal education and practice experience to strengthen his trial presentation skills and enhance other areas of his legal practice.



JAIME JACKSON

Jaime Jackson is a dedicated trial attorney with a focus on consumer safety. He is a 2017 graduate of the Keenan Trial Institute and is a member of its Faculty. He is President-Elect of the Attorneys Information Exchange Group.

He serves on the Board of Governors for Pennsylvania Association for Justice and is a Pennsylvania Delegate to the American Association for Justice. Differentiated by his experience and his ability to handle large, multi-faceted cases, Jaime was recognized as a Top 100 Trial Lawyer in Pennsylvania each year from 2012-2018 and for the last decade, as a Pennsylvania Super Lawyer.

Mr. Jackson has learned from his many trial loss experiences, which he believes have made him a better lawyer and person. Jaime's verdicts include the largest wrongful death verdicts in two of the counties where he regularly practices: \$6,000,000.00 in a medical malpractice death case, and \$8,200,000.00 in an auto products case against General Motors. A dedicated ultra-runner, Jaime's relentless commitment is evident—whether competing in 50-mile races or seeking justice and safety for his clients.



RICHARD KENNEDY

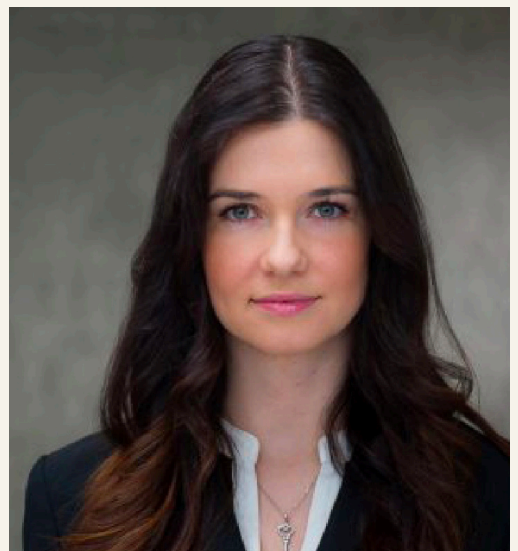
Richard Kennedy III has been practicing with Richard R. Kennedy. He has recovered fair settlements for his clients and has had great success in the court room. Richard is a member of the Louisiana Trial Lawyers Association, Association of Trial Lawyers of America, American Bar Association, Louisiana Bar Association, Bar Association of the Fifth Federal Circuit, Lafayette Parish Bar Association, and the Acadiana Inn of Court.



JENNA LABOURR

Jenna M. Labourr is a native Seattleite. During college, Jenna developed a passion for advocacy and decided to pursue a legal education. Interested in living in a different part of the country, Jenna took opportunity to attend law school at New England Law in Boston, Massachusetts, but always knew she would return to the Pacific Northwest. Upon returning to Seattle after law school, Jenna opened her own law practice, focusing on Workers' Compensation and Motor Vehicle Collisions. In 2013, Jenna met Young-Ji and, together, they formed Washington Injury Lawyers, PLLC, a Personal Injury and Employment Discrimination litigation firm.

Host of our YouTube Live-stream and Weekly Podcast "Fridays with Keenan's Cutting Edge"



MATT LATHROP

Matt Lathrop has been a life-long resident of Omaha, Nebraska. He received a Bachelor's Degree in Arts from Creighton University, in 1988. Immediately after, he attended Creighton University School of Law, and received his Law Degree in 1991.

After graduation from Law School, he was admitted to practice law in the Nebraska and U.S. District Court, District of Nebraska, and worked for the Nebraska Supreme Court as a Law Clerk for the Hon. Justice John T. Grant. From 1992 to 2007, he was an attorney with Hauptman, O'Brien, Wolf & Lathrop, PC, in Omaha.



MIKE LENNON

Mike Lennon is a trial lawyer from Boston, Massachusetts. His firm's motto is "Protecting Community Safety Through Accountability" and he strives daily to enforce that motto. He enjoys his work, his clients, his colleagues, and his friends and students at KTI. Over the past 17 years, Mike has tried cases in the Massachusetts District and Superior Courts, including medical malpractice, dangerous premises, and unsafe driving cases. He has obtained dozens of six-figure recoveries for his clients, and is particularly proud of the jury verdict that was eight times the final offer, which was withdrawn on the morning of trial.

A KTI Masters graduate, Mike teaches Rules and Case Selection, Witness Prep, and Mediation & Settlement. He is grateful for the edge that devotion to the Reptile symphony provides all of us who choose to take the path.



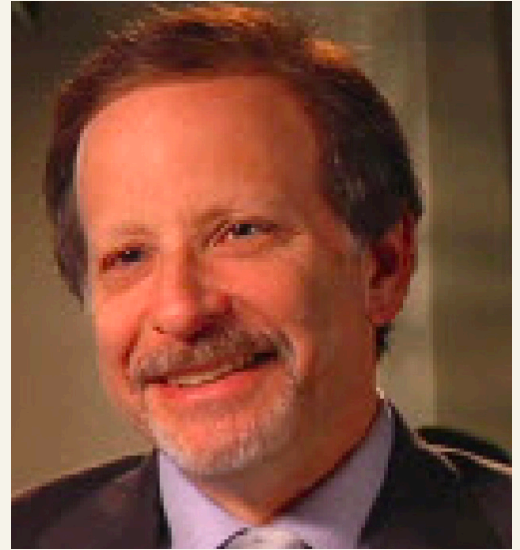
PETER LEVINE

Peter has over 30 years' experience as a trial lawyer, and has earned a reputation as a strong and determined advocate in the courtroom. Clients appreciate the personal attention and the deep concern he shows toward them.

Peter knows that justice just doesn't happen by chance. Peter understands and respects the value of preparation, hard work and passion for his clients.

Peter has been studying the Keenan Edge for five years and loves it. It has helped him attain justice for many clients.

He has worked a case to settlement or verdict with Papa Don and has been to the beach many times for case workshops.



SHAUN LIESER

Shaun Lieser knew from an early age that he wanted to practice law, but his motivation became personal after the sudden loss of his mother in 2007. It was shortly after this tragedy when he founded the Lieser Law Firm, LLC.

He has since dedicated his practice to assisting individuals and families who have suffered tremendous loss due to the wrongful conduct of others.



LELAND MALCHOW

Leland has collected settlements and verdicts against insurance companies for his catastrophically injured clients in cases involving plant explosions, train derailments, medical malpractice, road construction negligence, product liability, trucking accidents, automobile collisions, workers' compensation and personal injury complex cases, and premise liability injuries. He and his law firm were recently recognized by America's High Stakes Litigators for achieving one of the top 100 settlements in the United States stemming from a plant explosion and workers compensation claim.

Leland has received some of the highest awards and ratings and been nominated by other attorneys and people in the community. Some of Leland's most recent named awards are: Super Lawyers, Top Attorneys in Georgia, Best attorneys in Georgia, Top 100 Trial Lawyers, Highest Rating in Legal Ability & Ethical Standards by Martindale-Hubbell, and Best Lawyer of the Year. In addition, Leland was nominated and chosen to serve as president of the Augusta Bar and president of Georgia's Young Lawyers.



BILL MCAFEE

William McAfee, Esq. is an experienced trial lawyer who has been helping those who have been injured obtain justice since the late 1980s. His career spans a broad range of litigation that includes cases involving drunk drivers, insurance companies, auto manufacturers, medical malpractice auto accidents, slip and falls, manufacturers of defective products, and those who have failed to provide adequate security.

As a result of his courtroom successes, he has collected tens of millions of dollars for his clients. In 1997, Mr. McAfee successfully obtained a verdict for a seriously injured young girl in the amount of \$10,352,000. Various aspects of the case were argued all the way to the Florida Supreme Court. During this several-year legal odyssey, Mr. McAfee persevered and won at every level.



ERIK MARTIN

Since 1992 I have practiced consumer protection law. From mortgage servicing violations, predatory lending, and other Federal statutes including Fair Debt Collection Protections Act, Fair Credit Reporting, and Truth In Lending, I have assisted consumers my entire career.

After a career of not getting fair and full compensation for clients, I came to KTI looking for an Edge. I found the Edge in every college course I took and became a graduate. The Edge is real and I am grateful for the system Mr. Keenan provides for us all.



GLENN MCGOVERN

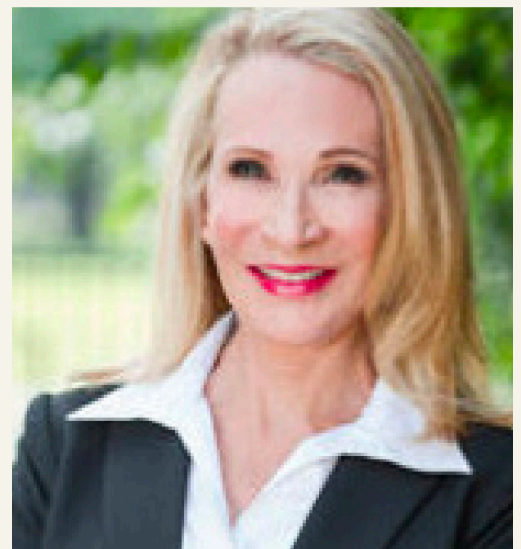
Glenn McGovern has built a civil law practice over the past three decades, focusing on personal injury, civil rights, toxic torts, and employment law and product liability litigation. He has won multi-million dollar settlements, judgments and is a member of the Million Dollar Advocates Forum.

His success has helped him achieve a reputation for success and ethical practice, reflected in his AV rating* under Martindale Hubbell's peer review rating system.



PATRICE MCKINNEY

Patrice earned her B.A. from the University of Houston, a M.A. from Abilene Christian University, and a M.S. from Texas Tech University. She then received her J.D. from the South Texas College of Law. She is a member of the State Bar of Texas, the Pro Bono College State Bar of Texas, the Houston Bar Association, and the Texas Trial Lawyers Association. Further, she is involved with the Houston Trial Lawyers Association, Texas Women Lawyers, the Association of Women Attorneys, the American Association of Justice, and the Academy of Rail Labor Attorneys.



STEPHANIE MENSING

Stephanie represents employee-plaintiff seeking to protect their rights under federal, state, and local laws. For over a decade, Stephanie has represented plaintiff in all types of employment disputes, including discrimination (e.g., race, sex, religion, national origin, age, disability), sexual harassment, retaliation, and wage and hour claims. Stephanie takes on unpopular issues, including fighting for individuals with a criminal history and representing undocumented workers. She also volunteers with the Eastern District of Pennsylvania 's Plaintiffs ' Employment Panel, accepting panel cases filed by pro se litigats who were unable to obtain legal representation. Most recently, Stephanie obtained a \$274, 486.64 arbitration award for a client in a wage dispute with a former employer and a \$120,000.00 settlement on behalf of employees whose former employer owed wages. Stephanie is an 8-time Pennsylvania Super Lawyers Rising Star and was named as a "Lawyer on the Fast Track " in 2009. In her spare time, Stephanie trains in Brazilian Jiu-Jitsu and holds the rank of brown belt.

She has worked a case to settlement or verdict with Papa Don and has been to the beach many times or case workshops.

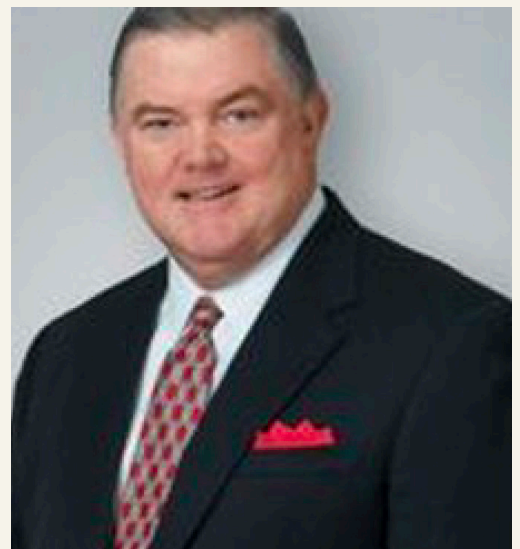


MARK MILHOLLIN

Mark Milhollin is a trial lawyer in Bainbridge, Georgia, where he and his wife Margueritte serve as Boy Scout Troop and Cub Scout Pack leaders.

For over 28 years, Mark has represented plaintiff in almost all types of injury cases. He derives great satisfaction from civilly prosecuting unsafe people and corporations using The Edge system.

He is a graduate of the KTI college and has taken most of its graduate level courses. Mark teaches Rules and Case Selection and immensely enjoys the collaboration and cooperation of the students and faculty that compose KTI. He is a member of the Multi-Million Dollar Advocates Forum.



BRAD MORRIS

Brad Morris focuses primarily on personal injury cases and civil litigation in his day -to-day practice. Mr. Morris has helped his clients recover millions of dollars in damages and benefits during his legal career. Mr. Morris is a member of The Mississippi Bar, but he has practiced pro hac vice in multiple state and federal courts across the United States.





JAY MURRAY

Jay Murray is a graduate of University of Notre Dame and Texas A&M University (as well as a Keenan Trial Institute graduate). He has authored: "Sexcrimes", Thomas Publications 1995; "Accident Reconstruction in the Private Sector," Vol. I & II, Thomas Publications 1997; The Best Book on a Technical Subject 1997; "Premises Liability", National Association of Investigative Specialists 1997. Texas Trial Lawyers Mid-Year Meeting, Daubert - Robinson, Valuable Questions to Ask the Experts 2001.

He has secured significant jury verdicts and sizable out-of-court settlements for injured individuals and their families in cases involving trucking and transportation accidents, dangerous and defective products, construction accidents, commercial plane crashes, explosions and burns caused by gas and electric power utilities, medical negligence, workplace catastrophes, and many other civil disputes.

MICHAILA OLIVERIA

Michaila M. Oliveira is a graduate of the prestigious Daniel Webster Scholar program at the University of New Hampshire School of Law. During law school, Michaila served as a judicial intern with the New Hampshire Family Division in Manchester, a student attorney with the Consumer Protection and Civil Litigation Clinic, and an intern with our office. Michaila focuses her practice on all areas of family law, personal injury law, and medical malpractice law. She is admitted to practice in New Hampshire federal and state courts.

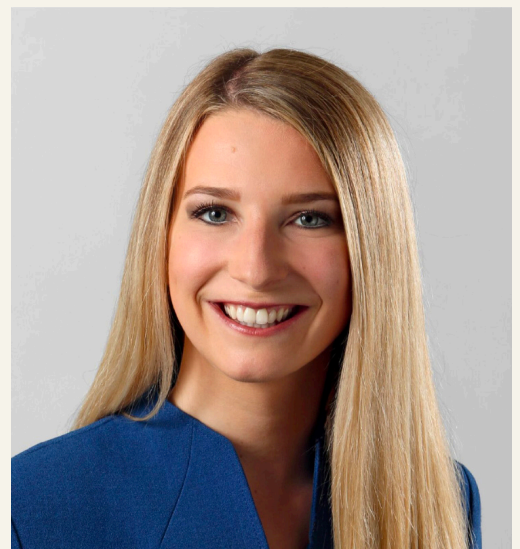
Michaila is the author of the November 2017 New Hampshire Bar News article “Negotiating Survivor Annuities in NH Divorce” and was the prevailing attorney in Case No. 2018-0167, In the Matter of Regina Gagne and Paul Gagne, a divorce matter which was appealed to the New Hampshire Supreme Court.



ALEXA PARR

Alexa Parr is a trial attorney who practices personal injury. Alexa takes great pride in helping her clients get the justice they deserve. Alexa’s first real taste of Keenan Trial Institute was at a Masters in Damages Seminar.

Alexa attended with her colleague Sarah, and they left completely enchanted by what they saw and heard. The timing of this seminar was interesting, because it was about two weeks before Alexa and Sarah would try their first case. They came home from the seminar, lit a match to everything they had prepared before “joining the Revolution” and started from scratch, working in everything they had just learned. They ended up winning that trial, making them the first and only plaintiffs verdict that year, for a slip and fall case tried in that venue. Alexa completely credits the Keenan Trial Institute for that successful result. Alexa is one of the faculty members teaching the Elective Women’s Summit. She has worked a case to settlement or verdict with Papa Don and has been to the beach many times or case workshops.



MISTY PHIFFER

Misty Borland Phiffer is an experienced personal injury and wrongful death litigation attorney. She focused the past 24 years on fighting for the rights of hurt people and their families. Born and raised in Midland, Texas, Misty chose to return to Midland following her graduation from Baylor Law School in 1994.

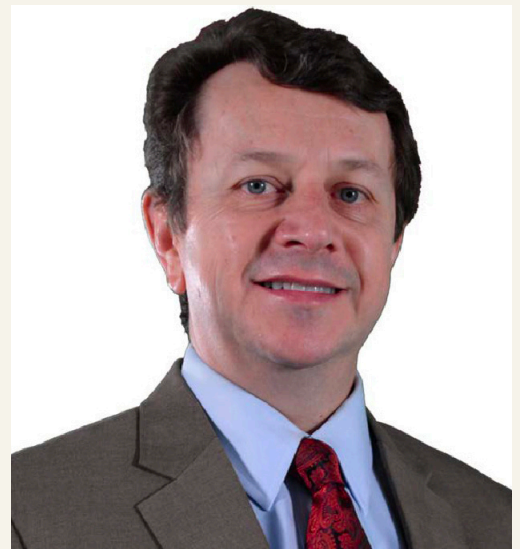
She immediately began work as a personal injury trial attorney specializing in large personal injury and wrongful death cases, including those arising from trucking and car wrecks and industrial and oilfield injuries at the firm founded by her parents. She has since founded her own firm where she works solely on cases like these to protect the rights of injured individuals and enforce the safety rules against negligent individuals or companies.



MATT POWELL

Matt Powell is a Tampa personal injury lawyer who is a Board Certified Civil Trial Lawyer who represents injured victims and their families in cases involving catastrophic injuries, wrongful death, automobile crashes, brain injuries, sexual assault, trucking crashes, pedestrian accidents, medical malpractice, defective products, birth related injuries, rape cases, dog bites, motorcycle crashes, negligent security and many other injury cases.

Matt Powell is an AV rated lawyer by Martindale-Hubbe, the most respected legal rating service in the country. Matt is dual Board Certified as a Civil Trial Lawyer. First he was Board Certified by the Florida Bar and secondly he is also Board certified as a Civil Trial Lawyer by the National Board of Trial Advocacy.



ADAM PRINCENTHAL

Adam Princenthal is a founding member of Princenthal & May and leads the firm's personal injury department. With more than fifteen years of experience, Adam has recovered tens of millions of dollars in trial verdicts and settlements on behalf of victims and families who have suffered serious personal injury or the wrongful death of a loved one as the result of motor vehicle collisions, trucking accidents, defective products, dangerous premises, medical malpractice and other negligent behavior.



TARUN RANA

Tarun Rana grew up in the St. Louis area. He graduated from Saint Louis University with a major in history and a minor in psychology and English. Mr. Rana then attended law school at University of Missouri – Columbia (Mizzou). After graduating, he worked for a small personal injury firm in Chicago, Illinois but decided to return to St. Louis. He has been practicing in the areas of personal injury, workers compensation and traffic law.



MICHAEL REITER

Mike Reiter is a trial lawyer from the Washington, DC area. He brings a tenacity to everything he does and is passionate about fighting for the underdog. He feels it is his responsibility to work relentlessly for his clients to hold Defendants accountable, deter bad conduct and make the community safer. Mike has represented Plaintiff for the last seven years in car wreck, trucking and a wide range of premises liability cases.

Over the last few years, Mike has used what he has learned to obtain six verdicts over six figures and a number of other six figure settlements, as well as two settlements over seven figures. He understands deterrence arguments that are allowed under the law and has published an article on the topic. Mike has also been named every year since 2014 to the Super Lawyers Rising Star list. He teaches the Rules and Trial Courses and is one of the moderators of the Beltway Listserv and spoken throughout the country at Blackletter law seminars as well as various other seminars. The simple truth is Mike refuses to roll over for insurance companies and prides himself on rejecting low ball offers and consistently taking cases to verdict.



2021 Faculty of the Year

STEVE SANDERS

Steve Sanders, the founder of The Law Offices of Steve Sanders L.C., in Kansas City, Missouri, has earned a strong reputation for his trial advocacy skills and ability to get results for his clients. He is committed to helping injured people and the families of wrongful death victims recover to the fullest extent possible physically, financially and emotionally.

Steve provides vigorous representation in cases involving car accidents, truck accidents, defective products and other acts of negligence. He has earned several verdicts and settlements in excess of \$1 million, including a \$10.7 million award for a woman who suffered a traumatic brain injury in a car accident. Steve has distinguished himself as one of the few plaintiff's practitioners in Missouri and Kansas who routinely litigate insurance bad faith cases. Several of his clients have settled cases for far beyond the insurance policy limits. Steve is a member of the Multi-Million Dollar Advocates Forum.



ROBERTO SALAZAR

Roberto is a trial lawyer from McAllen, Texas. He is a former prosecutor and former municipal judge. Roberto has been involved in vehicle and tire manufacturer litigation as well as several other de-thread rollover cases. He has handled construction defect cases and trucking broker liability cases. Settlements have included amounts of \$12,000,000 in 2001, \$6,000,000 in 2014 and \$4,750,000 in 2016.

Roberto has been involved with Mr. Keenan since 2012 and has attended over 16 seminars, 12 colleges and several graduate level colleges. He is graduate of the Keenan Trial Institute (KTI) and faculty for focus groups and depositions. KTI has reinvigorated his practice and passion to help those injured by the carelessness of others and to teach what he has learned from KTI to those willing to sharpen trial their skills.

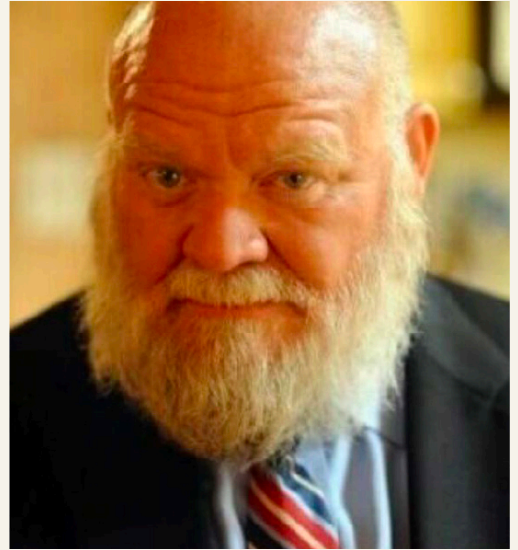


TRAVIS SHETLER

Mr. Shetler is a trial attorney practicing personal injury law. His first position in Las Vegas was as an attorney with Mr. Burris. After spending five years working with Mr. Burris, he operated his own law firm for the next two decades. He recently rejoined the Law Offices of Steven M. Burris to continue fighting for injured victims.

Mr. Shetler has been lead counsel on hundreds of cases. He has taken over three dozen cases to trial before a jury throughout Nevada in both Federal and State courts. He has been an Arbitrator for the Clark County Court system and served as a Clark County Justice Court Pro-Tem Judge for over half of his legal career.

Mr. Shetler has served as court appointed counsel to defendants in Nevada's Federal and State courts for over fifteen years. In the course of his federal practice, he has handled complex cases with over a million pages of documents.



KEVIN SMITH

Kevin Smith has been practicing the Keenan Edge approach since 2009. With each new case, these methods became more familiar and easier to employ. Today, after having numerous cases alongside Mr. Keenan, Kevin is a true believer. The Edge is a system. The more we learn about the system, the more we discover there is so much more to learn. It is this desire that drives Kevin as a professor and in his practice on a daily basis. One of Kevin's proudest moments was achieving a \$3M settlement against a motor vehicle carrier for his client who only had about \$97,000 in medical bills.

Kevin has attended all of the Undergraduate courses and Graduate courses. He currently instructs Graduate Closing Liability, and has been selected as the Upcoming New ADV Depositions Course.



ASHLEY STRANDJORD

Ashley Strandjord began working at a family friend's law firm when she was 16. Through observing and learning the processes of trials, depositions and other facets of the law, she quickly fell in love with all aspects of litigation and decided she wanted to help people navigate the legal system.

Ashley earned her bachelor's degree in business administration at Fordham University in the Bronx, New York. She went on to attend Western Michigan University Cooley Law School in Michigan, where she earned her Juris Doctor, and she joined CHASENBOSCOLO in 2017.

Ashley previously represented New York State and its agencies as a volunteer Assistant Attorney General on a wide variety of state and federal matters. Most rewarding, however, was her experience performing pro bono wills and estates for cancer patients.

Her commitment to service extends outside of the office through community volunteer work as a member of the D.C. area chapter of Delta Phi Epsilon's alumnae association. In her free time, you can find Ashley hiking around the greater D.C. area, exploring national parks with her family, perusing secondhand bookstores and visiting local pick-your-own orchards.



MATT SULLIVAN

Matt has been selected to The Best Lawyers in America in the specialty of Product Liability Litigation since 2010 and has been selected by his peers for North Carolina Business Magazine Legal Elite for Litigation since 2013. About three percent of the State's attorneys are chosen as best practitioners, according to magazine officials Matt is AV rated by Martindale-Hubbell, the highest achievement rating.

According to Martindale-Hubbell's website, an AV Preeminent rating is a significant rating accomplishment and a testament to the fact that a lawyer's peers rank him at the highest level of professional excellence. Sullivan was recently selected to the 2017 North Carolina Super Lawyers list, an honor reserved for attorneys who exhibit excellence in practice.



KEVIN SWENSON

Kevin Swenson was raised in Bountiful, Utah, and is a co-founding partner of Swenson & Shelley. After graduating from Bountiful High School, Kevin attended business school at Westminster College. While in college, Kevin owned and ran a sign company and also worked as an ambulance driver and firefighter. Kevin loved his work in the emergency medical arena. His career as a personal injury attorney allows Kevin to continue devoting his time to assisting injured people.

Kevin has been involved in thousands of lawsuits over the course of his 27 years as an attorney, many of which have gone to a jury verdict. Kevin is passionate about what he does, he is devoted to helping individuals get the medical care they need, and he enjoys seeing his clients heal and move on from their injuries.

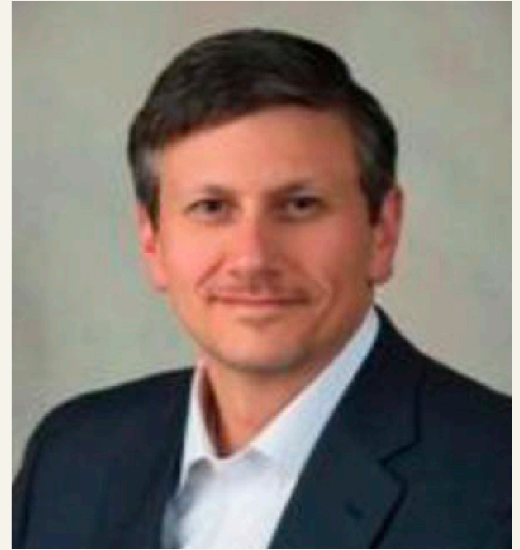


JOE TUNSTALL

Joe began his legal training in Washington, NC while attending Washington High School, where he was a member of the Pam Pack and awarded a Morehead scholarship.

He is a graduate of the University of North Carolina at Chapel Hill with a Bachelor of Arts degree in History and of Wake Forest University with a Juris Doctor degree.

Joe Tunstall moved to Tarboro and joined Keel O'Malley, LLP in 2000. In 2006 Joe became a partner and the Firm was renamed Keel O'Malley Tunstall, PLLC. He practices in both our Raleigh and Tarboro offices.



MICKEY WASHINGTON

Mickey L. Washington is a native of Port Arthur and Beaumont, Texas. He is the founder of Washington & Associates, PLLC. In his practice, Mr. Washington handles labor and employment litigation matters, severe-catastrophic personal injury cases, commercial litigation, storm damage and bad faith insurance claims. Mr. Washington has written an article titled Three Part Article, "Tort Reform: What Does It Really Mean?"; He was a speaker at The Port Arthur Community Chronicle, October 2004; Also, at the Labor and Employment Law Issues; NAACP Clinic May 2010 Mr Washington Graduated from Keenan Trial Institute in 2018, an active member on the Texas Listserv. He is a faculty member for the Undergraduate Trial course.

He has worked a case to settlement or verdict with Papa Don and has been to the beach many times for case workshops.





BRIDGIT WHITE

Bridgit White has been with The Midani Law Firm since June 2013 and is the senior litigation associate. 100% of her practice is dedicated to obtaining justice for individuals injured by the negligence of others. She firmly believes that while “accidents” do happen, most injuries are the result of the conscious decision on the part of the negligent party not to follow basic safety rules.

Under Ms. White’s supervision and care, each case receives the individual attention to detail necessary to maximize client recovery.



DAVID WILEY

David L. Wiley is a trial lawyer in Dallas, Texas. He protects workers in employment matters. He is Chair-Elect of the Executive Council for the State Bar of Texas Labor and Employment Law Section and on the Board of Directors for the Texas Employment Lawyers Association.

He is a graduate of the Keenan Trial Institute and Moderates and teaches the Employment Seminar and College Elective.

In 2017, Wiley received his Master's degree from KTI and has been teaching Trial techniques since that time.

He has worked a case to settlement or verdict with Papa Don and has been to the beach many times for case workshops.



MARK WILSON

Mark Wilson is licensed to practice in all Oklahoma District Courts. Mark started his solo practice in 2006 and is a member of the Oklahoma Bar Association;

The Oklahoma Association for Justice; and is a graduate of the Keenan Trial Institute.

Mark believes that teaching is an important way to pay it forward and share what he has learned with his colleagues and members of our communities. Mark is a Student and faculty member with Keenan Trial Institute. He has had the incredible opportunity to travel and work with attorneys from all over the US in developing their injury cases by implementing the methods taught at the KTI.



MELINDA YOUNG

Melinda Young is a trial lawyer based out of central Kansas. She began her work in the legal field as a paralegal, but her love of the law and particularly her love of helping injured clients inspired her to pursue a law degree.

Following law school, Melinda practiced in Iowa, where she obtained the largest judgment for an intentional infliction of emotional distress claim arising out of a wrongful termination suit.

Melinda currently handles a variety of injury claims, including motor vehicle wrecks, wrongful death, nursing home negligence, product liability, and premises liability. She believes the best-case outcomes not only help her clients to put their lives back together, but also bring about changes to unsafe policies and procedures—making communities safer for everyone. Melinda is a KTI graduate, and a Moderator of the Kansas listserv.

She has worked a case to settlement or verdict with Papa Don and has been to the beach many times for case workshops.



ERIC ZAGRANS

Eric Zagrans is the managing partner of Zagrans Law Firm LLC. He is a nationally-known trial and appellate lawyer whose more than 35 years' experience in complex business litigation and sophisticated transactional matters includes prior service as Associate General Counsel of Ernst & Young, national director of litigation at its predecessor firm, Ernst & Whinney, and partner at two prominent large (AmLaw 100) national law firms.

His practice concentrates in cases and class actions involving securities, ERISA, antitrust, accounting and auditing liability, bankruptcy, director and officer liability, corporate investigations and white-collar defense, intellectual property, policyholder rights and other "bet-the-company" complex litigation in the financial services, capital markets, health care, high-tech and manufacturing industries.



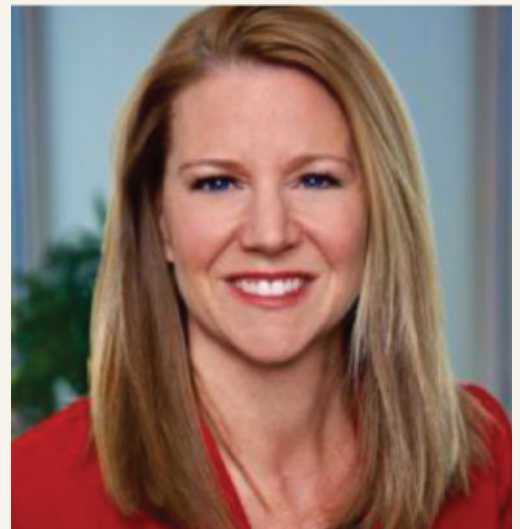
LAURA ZOIS

Laura Zois focuses on representing people who have been injured by doctors and primarily handles birth injury cases, catastrophic injury claims, and wrongful death cases.

Laura's verdicts and settlements including a \$10,000,000 verdict for the wrongful death. She has also obtained an \$8 million verdict on behalf of a mother for the wrongful death and survival action of her son.

Ms. Zois is a member of the Inner Circle of Advocates, she is one of only nine women invited to this group.

Her firm has been attending Keenan Trial Institute since 2009. She has been to many of the College courses as well as the Seminars. She is one of the Co-Deans for the Women's Summit Elective for KTI.





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James Bocott



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Kyle Kent
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Daniel Smith*
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Allen Tittle* James
Valburn* Reid
Wamble* Thaddeus
Wendt* Ada Wong*
Cara Xidis*

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*Masters

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 Melinda Young Ann
 Zimmerman

THE 2016 GRADUATES



Pictured: Dean-David J. Hoey, Daniel Finney III (MO), Mike Lennon (MA), Catherine M. Rinaldo (FL), Walter Krousel (LA), Steven Bronson (X), Bright Lindler (NC), James Hippard (TX), Roberto Salazar (TX), Tara Afrakhteh Milli (TX), Chairman/Founder - Don C. Keenan

Not Pictured: Javier Aguirre (TX), Mindy Bish (CA), , John Christopher (MS), Jamie Cogburn (NV), Dan Finney Jr (MO), Stacey Cutting (CA), Brent Crumpton (AL), Scott Hrost (TX), Matth w Granda (NV), Michael Green (OK), Micahel Haight (NV), Kenneth L Hall (NV), James E. Harris (NE), Marjorie Hauf (NV), Mark Henness, Esq. (NV), Jaime Jackson (PA), Blake Johnson (UT), Justin Jones (GA), Charles W. Jones (WI), Ron Kramer (UT), David Lisko (WI), Jim Lyons (AR), Hugh Morris (GA), Wiley "Andy" Rariden (FL), Christopher B. Seigrift (LA), Will Sykes (NV), Ronald Truman (UT), Barry W. Walker (AL), Robert Williamson (MS), Michael Yonke (MO)

THE 2015 GRADUATES



Pictured: Founder/Chairman: Don C. Keenan, Toby Cole (TX), Brian H. Crockett (TX), Adam Dougherty (FL), Jack Shrader (OK), David Berstein (OK), Rick Plezia (TX), David Square (TX), Dean: David J. Hoey

Not Pictured: Marcus Berg (NV), George Fusner (TN), Fred Harrison (WY), Bright Lindler (NC), James R. Ray III (NY), Mike Lennon (MA), Lloyd Hoffspei el (GA), Kevin Swenson (UT)

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Scott Shipman, Brent Crumpton



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Ryan Skiver, Scott Palumbo



ARKANSAS

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Joey McCutchen



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Mindy Bish, Peter Levine



COLORADO

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Kari Jones-Dulin



CONNECTICUT

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Andrew Garza, Ryan McKeen

Important Notice: You are required to join the Listserv that corresponds with the state you hold a license in. All Listserv members are required to complete a minimum number of Keenan Trial Institute courses each year.

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STATE

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173 Adam Dougherty,
Matt Powell



KENTUCKY

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Michael Schafer



GEORGIA

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LOUISIANA

51 Bobby Lormand,
Glenn McGovern



HAWAII

21 Woody Soldner



MARYLAND

62 Michael Reiter



ILLINOIS

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24 Blake Ringsmuth,
Tom Wuori



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MISSISSIPPI

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Monte Tynes



KANSAS

40 Melinda Young



MISSOURI

165 Lauren Bronson,
Benjamin Sanson

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NEW YORK



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NORTH CAROLINA



53 Frank Piscitelli,
Kenneth Hawley

OHIO



64 David Bernstein

OKLAHOMA



74 Marc Johnston

OREGON

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STATE

CONTACT



PENNSYLVANIA

145 Jeff Gutkowski



WEST VIRGINIA

50 Tony O'Dell



SOUTH CAROLINA

121 Bryan Murphy,
Kevin Smith



WISCONSIN

55 David Lisko,
Robert Welcenbach



TENNESSEE

46 Danny Ellis



WYOMING

33 Fred Harrison,
Laurence Stinson



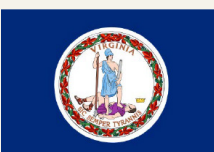
TEXAS

194 William G. Hagans,
Michael Panesar



UTAH

32 Kevin Swenson



VIRGINIA

30 Bettina Altizer



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