

#9

NEWSLETTER  
VOLUME NINE  
ISSUE 9



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

# VALUABLE COURSES

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

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

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## WORLDWIDE COURSE ACCESS

Schedule posted for 2022.

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## A BETTER LEARNING EXPERIENCE

"Entering our 10th Year of Success"

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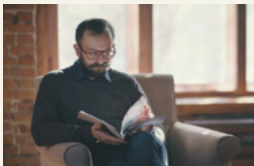
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GRADUATES



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**NEW**

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

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



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 5,577 | Undergrad Graduates 1,322 | Masters Graduates 275**

11 Graduate Courses

11 Undergraduate Courses

Products:  
10 Books  
12 EBooks,  
14 Online  
Seminars, DVD's

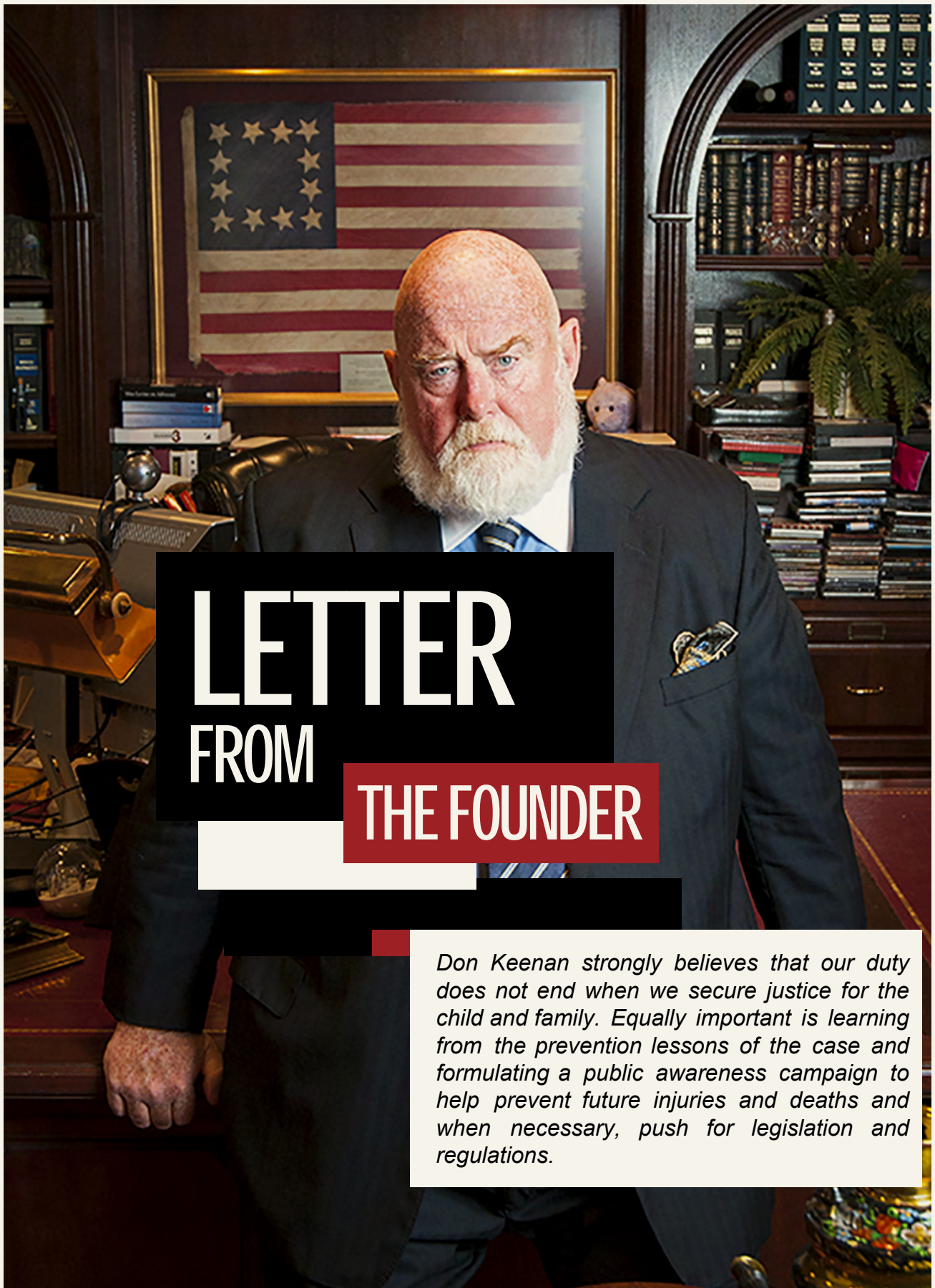
**Celebrating  
10 Years and  
Over  
10 Billion in  
Settlements  
& Verdicts**

YouTube Livestream  
and Podcast: Fridays  
with Keenan Cutting  
Edge

Seminars

State and  
Specialty Listservs





# 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

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Edge Lawyers,

We are celebrating the 9th year of the Keenan Trial Institute college instruction method. Currently, we have over 5700 students and 106 instructors. Through our team of management, administration and instruction we have the best systematic trial teaching method that has ever been in existence.

Thanks to all of you who have made this organization such a tremendous success our number of students keeps multiplying. This results in excellent representation, great results in trials and a tremendously safer world to live in.

We keep adding faculty due to our growth. We choose only the best and brightest to carry on the tradition of the Keenan Trial Institute. Every instructor is dedicated not only to the Edge principles but also to maintaining the highest quality in instruction.

I am working with Dean David Hoey and Administrator Tony Seaton weekly to develop new principles, courses and methods. New courses are coming off the shelf. Much of this is developed during weekly focus groups and other parts are developed in consultation with other dedicated Edge attorneys. Collaboration continues to be a huge part of our success.

Folks are back in the courtroom and trials are occurring daily. Rarely does a week go by without someone reporting a tremendous Edge verdict and sharing what they know that worked throughout the trial. Please keep us informed of your successes. A rising tide lifts all boats.

Papa Don



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# THE DEAN'S PAGE

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## Message from the Dean

In August 2021 I tried a case to a plaintiff's verdict in the first civil trial held during the pandemic since the Massachusetts courtrooms reopened. Masks were required, except for opening and closing. Voir Dire was cut to one-on-one exchanges at sidebar and limited to a mere three questions by the lawyers. We worked with a jury of 6 rather than the usual 12. Our case Billboard was: Community Health Center, a charitable, not for profit, failed to supervise staff or their residents, and as a result, two staff caregivers stole Lovie Turner's pain medications for three and a half years before getting caught. Lovie suffered in pain, untreated for 1,246 days, with 7433 Percocet stolen. We started the case with an emphasis on foreseeability by using U.S. Department of Justice figures to establish that diversion of prescription drugs by caregivers is a matter of long-standing common knowledge in the industry. With the foreseeability of drug diversion as the backdrop, we repeatedly stressed the system failure of lack of supervision throughout the evidence. In voir dire, we asked jurors: "Have you ever worked in a job where you had to be supervised, or had to supervise others?" When the answer was "yes," we asked them to tell us about that experience.



Although the judge gutted much of our evidence regarding a resident's right to dignity, we proved the message from our Bumper Sticker: *"The bottom line is Meds not administered hurts!"*

The three big emotional buttons were present. Betrayal was evidenced by the defendants' failure to keep their promise to maintain Ms. Turner's dignity and quality of life. Hypocrisy was revealed in defendants' act of registering as a charity but not acting within a charitable purpose. And the Cover Up was revealed by evidence of a deliberately incomplete root cause investigation during which the defendants did not even attempt to interview either the caregivers who stole the drugs or Ms. Turner's own physician.

The Edge System functioned on all cylinders during this trial. As a result, we were able to successfully navigate through and around the various challenges presented to stay on course and reach our destination. As you take your journey through the Edge, keep in mind that the system accommodates a virtual salad bar of options and tools -- as long as you follow the system, you can pick and choose the tools you want or need.

The bottom line -- the system works and I'm living proof!

I wish you all a successful 2022!

Your Dean, David.





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# ADMINISTRATOR

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Tony Seaton is a sixth generation, upper East Tennessean who has practiced in Johnson City for over 40 years.

Tony and the lawyers in his firm have spent hundreds of hours per year developing state of the art trial skills through the Keenan Trial Institute.

In the past 5 years, he obtained a \$4.7 million-dollar verdict in a nursing home abuse case and a \$2.6 million-dollar verdict for a slip and fall injury on ice in an apartment complex. This verdict included \$1.4 million dollars in punitive damages. In 2020 Tony obtained a \$23.5 million verdict in a trucking case that included \$22.5 million in punitive damages.

Currently, Tony serves as the Administrator of Keenan Trial Institute. He continues to teach Advanced Cross-Exam and Closing Argument courses.



**2020 Lawyer of the the Year**

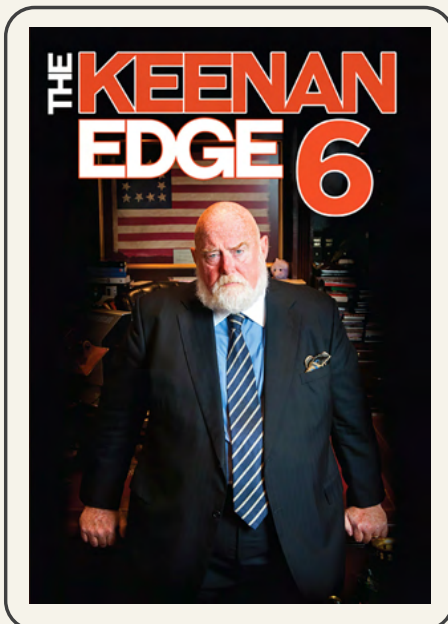


## New Products Coordinator

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 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.

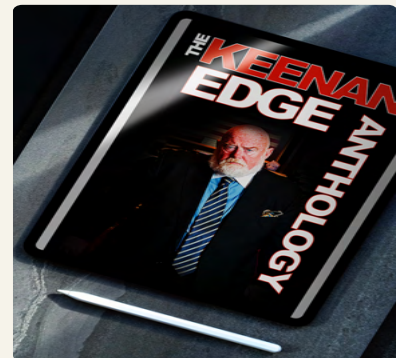
**NEW**  
*Limited Hard Copies Available,  
Order on Our Website Today*



## EBooks:

Edge 7 Anthology

1-7



## *Director of KTI Seminars*

Mark Milhollin is a KTI graduate and completed the Masters from the Keenan Trial Institute, and has taught Rules and Case Selection for many years. He derives great satisfaction from civilly prosecuting unsafe people and corporations using The Edge system, and enjoys the collaboration and cooperation of the students and faculty that compose KTI. He is a member of the Multi-Million Dollar Advocates. He also serves as the Director of Seminars for KTI.



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TN  
*Depo*

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BENJIE BOSCOLO, MD**  
*Rules*

**MONTE TYNES,**  
MS  
*Damages*

**AUGUSTUS  
BROWN, MD**  
*Focus Groups*

**DAVID HART,**  
TX  
*Voir Dire*

**AMY MILLER,**  
TX  
*Advanced Openings*

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

**ROBERT  
CLEMENTS, TX**  
*Admit Liability*

**DAVID HOEY,**  
MA  
*Trial Management*

**THOMAS  
MORRISSEY, MO**  
*Direct Exam*

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

**STACEY CUTTING,**  
CA  
*Mediation*

**AMANDA ITTERLY,**  
MD  
*Advanced Mediation*

**BRIAN SANFORD,**  
TX  
*Openings & Employment*

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LAURAZOIS & SHARI  
BOSCOLO, MD**  
*Women's*

**BLAKE JOHNSON,**  
UT  
*Trial*

**RYAN SKIVER,**  
AZ  
*Closing Liability*

**DOUG DYKES, FL**  
*Seeing is Believing*

**ELIZABETH  
LARRICK, TX**  
*Witness Prep*

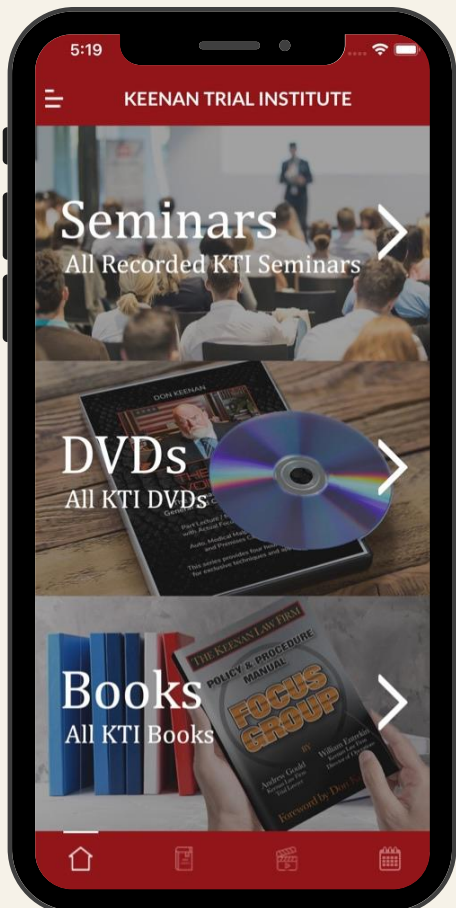
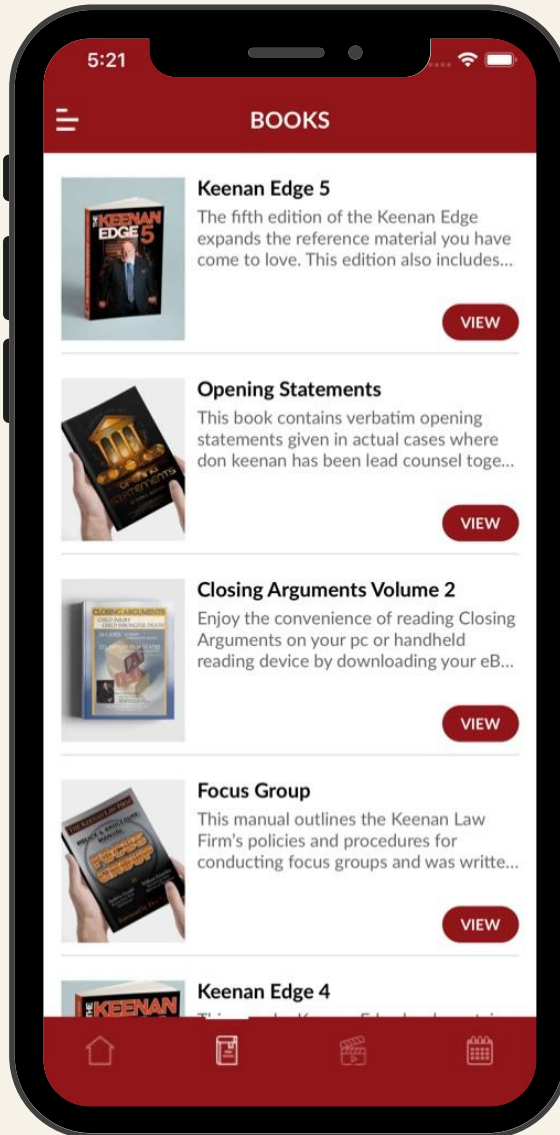
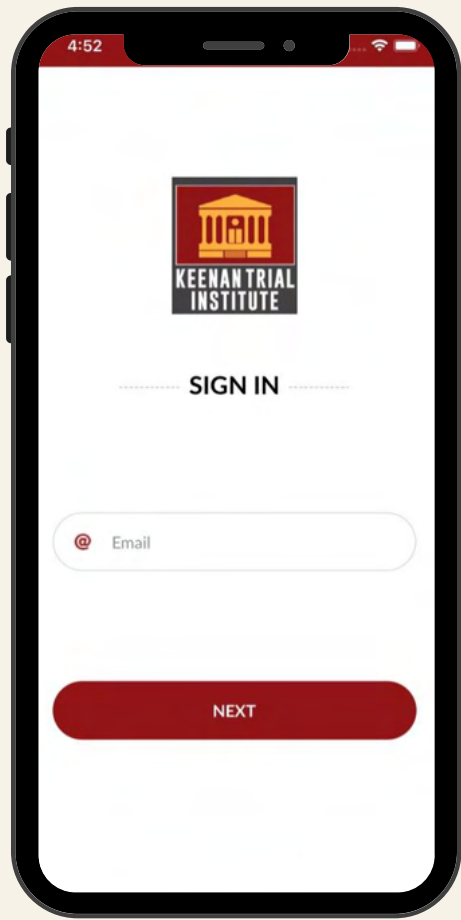
**DAVID STRADLEY,**  
NC  
*Advanced Cross Exam*

# GET THE APP

Available for iPhone, iPad, and Android.

The knowledge of Keenan Trial Institute in your pocket.

Easily stream KTI Podcasts every Friday.



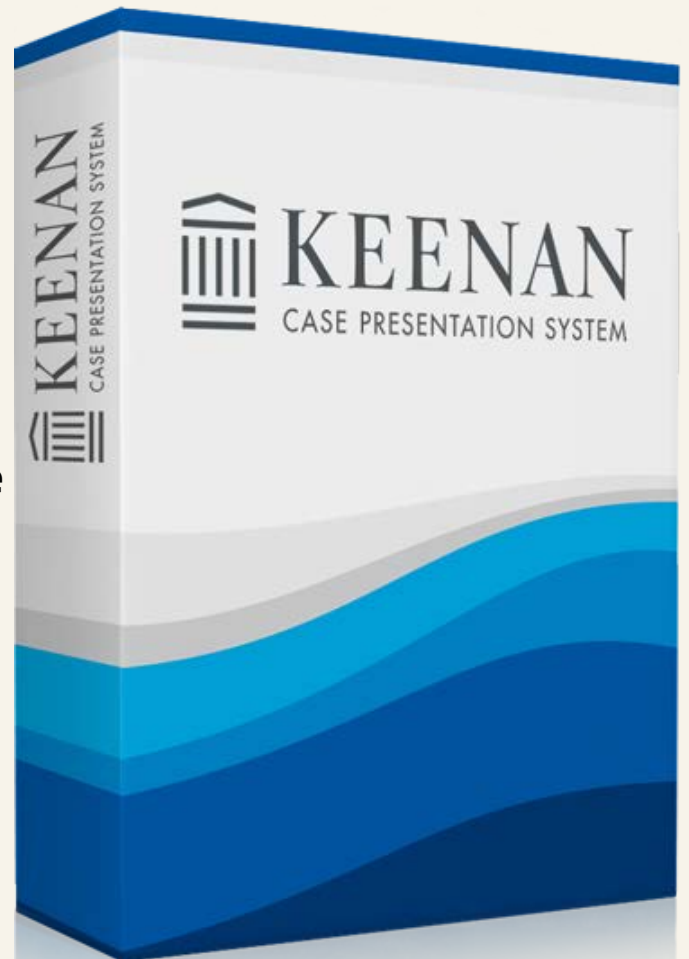
# THE KEENAN CASE PRESENTATION SYSTEM

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](http://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.

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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

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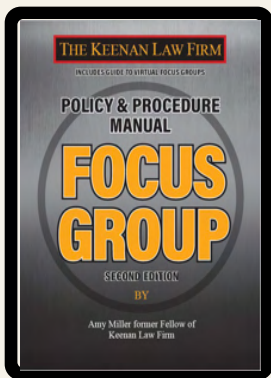
Focus Groups: The Keenan Law Firm Policy & Procedure Manual

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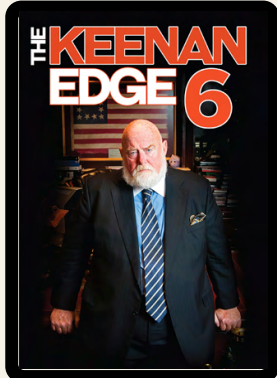
DVDs: Top Notch! The Keenan Law Firm Ultimate Focus Groups, The Keenan Law Firm's Method to Witness Preparation

**NEW**

**Limited Hard Copies Available,  
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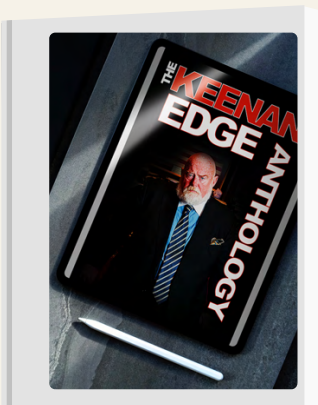
**BOOKS**



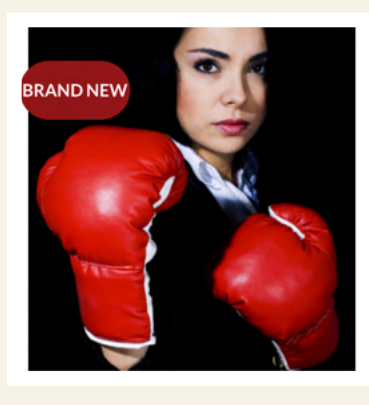
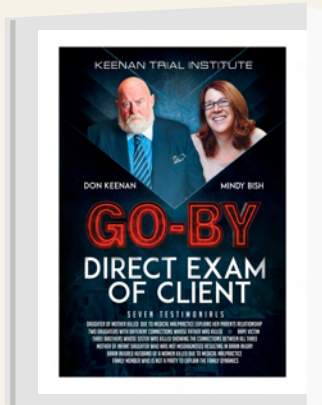
**T- SHIRTS**



**DVDS**



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

**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.

### Upcoming Podcasts

May 13, 2022

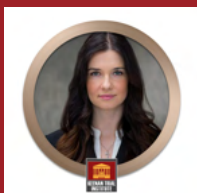
KTI Podcast  
Undergraduate  
Openings College  
with Toby Cole

May 20, 2022

KTI Podcast  
Trial College  
w/ Blake Johnson

May 27, 2022

KTI Podcast  
Undergraduate  
Voir Dire College  
w/ Matt Lathrop



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.



Fridays with  
Keenan's  
Cutting Edge

The Tennessee Summit with Danny Ellis - 10/4/21

Police Officers as Clients with Bijan Darvish - 10/11/21

Stress Relief with Joe Tunstall - 10/18/21

Finding Your Voice with Young-Ji Ham - 10/25/21

Premises a New Revolution with David Hoey - 11/1/21

Superstars with Doug Dykes and Clayton Syfrett - 11/8/21

Med Mal A New Revolution with Gregg Luther - 11/15/21

MyoVision Soft Tissue Injury Detection with David - 11/26/21

Vestibular Therapy with Jenna Labourr - 12/6/21

Tractor Trailer a New Revolution with Mindy Bish - 12/13/21

Superstar with Neil Anthony - 12/20/21

Obstetrical Malpractice with Gregg Luther - 12/27/21

2021 in Review with Papa Don Keenan - 1/3/22

Edge Opening Statement Book with Amy Miller - 1/10/22

Edge Without Attorney Led Voir Dire with Michael - 1/14/22

Superstars with Devin McNulty and Troy Chandler - 1/24/22

Edge Witness Prep with Elizabeth Larrick - 1/31/22

Law School Comp. with William Entrekin - 2/7/22

K9 Excessive Force Cases with Glenn McGovern - 2/14/22

Digital Motion X-Rays with Dr. Ronald Brodtkin - 2/21/22

Difficult Judges and Venues with David Wiley and Amy Gibson - 2/25/22

Power Words with Adam Anderson - 3/7/22

Trial Losses and Lessons Learned with Peter Levine - 3/11/22 Pat

Maloney's Closing in Flores - 3/18/22

Rules Case Selection with Ben Boscolo - 3/25/22

\$70 Million Verdict with Brian & BB Sanford - 4/1/22

Civility & Professionalism with William Hagans - 4/8/22

Opening Statements (Replay) with Amy Miller - 4/15/22

Case Autopsy with Jenna Labourr - 4/22/22

Focus Group College with Augustus Brown - 4/29/22

# UPCOMING SEMINARS



All of our seminars remain virtual for the time being. 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.

Employment Seminar  
With Amy Gibson & Brian Sanford  
June 24-25, 2022  
Virtual


# Spring 2022 Schedule of Courses

## Virtual Schedule

### June 2022

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
5	6 <b>Focus Groups</b>	7	8 <b>Voir Dire</b>	9	10	11
12	13 <b>Depositions</b>	14	15 <b>Witness Prep</b>	16	17	18
19	20 <b>Mediation</b>	21	22 <b>Trial</b>	23	24 <b>Employment Seminar</b>	25
26	27 <b>Rules &amp; Case Selection</b>	28	29 <b>Damages</b>	30		

 UNDERGRADUATE

 SEMINAR


 GRADUATE

# Summer 2022 Schedule of Courses Virtual Schedule

## July 2022

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18 <b>Focus Groups</b>	19	20 <b>Advanced Focus Groups</b>	21	22	23
24	25 <b>Voir Dire</b>	26	27 <b>Advanced Voir Dire</b>	28	29	30
31						

 UNDERGRADUATE

 SEMINAR

 GRADUATE


# Summer 2022 Schedule of Courses

## Virtual Schedule

### August 2022

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1 <b>Rules &amp; Case Selection</b>	2	3	4 <b>Black Letter Law</b>	5	6
7	8	9	10 <b>Advanced Openings</b>	11	12	13
14	15 <b>Closing Liability</b>	16	17	18	19	20
21	22 <b>Cross Exam</b>	23	24	25 <b>Direct Exam</b>	26	27
28	29	30	31			

 UNDERGRADUATE


 SEMINAR

 GRADUATE

# Fall 2022 Schedule of Courses Virtual Schedule

## September 2022

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1 <b>Admitted Liability</b>	2	3
4	5	6 <b>Mediation</b>	7	8 <b>Advanced Mediations</b>	9	10
11	12 <b>Rules &amp; Case Selection</b>	13	14	15	16	17
18	19 <b>Focus Groups</b>	20	21 <b>Voir Dire</b>	22	23	24
25	26 <b>Depositions</b>	27	28 <b>Witness Prep</b>	29	30	

 UNDERGRADUATE

 ELECTIVE

 GRADUATE

# COURSE DESCRIPTIONS

THE JOURNEY





# #1: RULES & CASE SELECTION

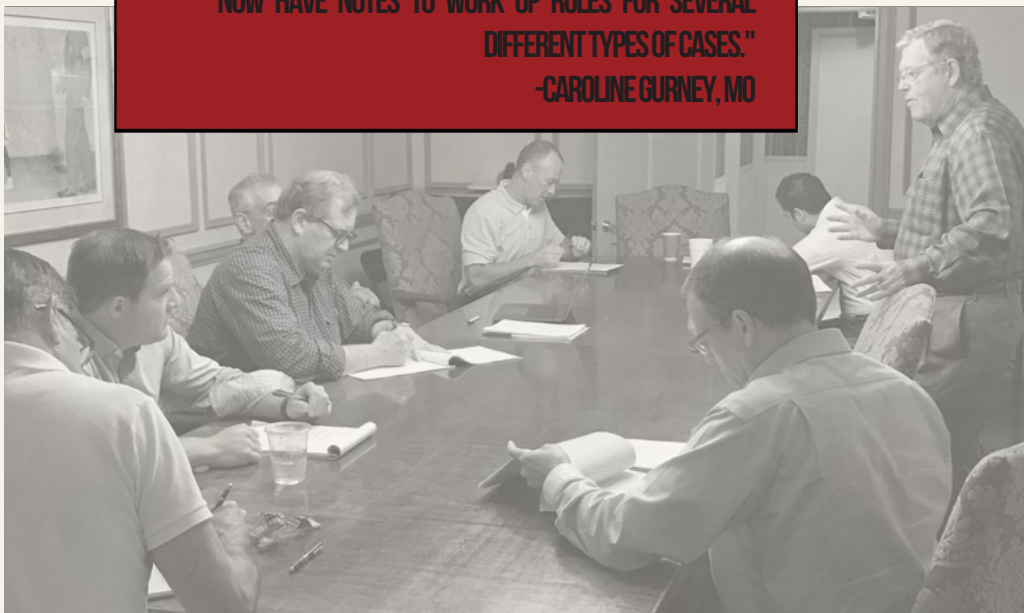
**R**ules & Case Selection is the sole entrance to the Keenan Trial Institute. Completing Rules give students the right to attend other KTI courses. Imagine leaving the Rules class with the introduction to an opening statement focused on winning your case in the first four and a half minutes.

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.

## REVIEW

**"LOVED THE COURSE! I ENJOYED WORKING ON ALL THE CASES. I NOW HAVE NOTES TO WORK UP RULES FOR SEVERAL DIFFERENT TYPES OF CASES."  
-CAROLINE GURNEY, MO**



# #2: OPENING & ORDER OF PROOF

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**T**he 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!

## REVIEW

*"Excellent course.  
Learned a lot that I'm  
focusing on now at the  
beginning of my cases  
(or need to)."*

*Leto Copeley, NC*

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# #3: FOCUS GROUPS

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**I**n #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!

## REVIEW

*"Great watching videos, but it  
was the hands on presentation  
with immediate feedback."*

*Beach Brooks, FL*

# #4: VOIR DIRE

**T**he 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!

## REVIEW

*"Very informative. I have taken this course before and was impressed with the additional information I obtained. Excellent job of keeping us all engaged."*

*Dorothy Heim, OK*

# #5: DEPOSITION

**I**n 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.

## REVIEW

*"The video examples of "wrong way" depositions was helpful and the discussion thereafter with the alternative strategies the instructor provided was something I can plug into my practice tomorrow. I also appreciated the discussion. Review of Edge tools and how we can weave that in with our hit list."*

*Nicole Kalakau, HI*

# #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

*Before taking the Witness Prep course, I've watched the DVD set a few times and thought I understood the method. The course really ties the Edge Witness Prep method together and breaks down each phase and how the phases build on each other. I feel much better prepared to prepare my clients for their depositions and trial.*

*Stephanie Mensing, PA*

*Instructor's past experience as a defense counsel a big plus. One of the students gave me valuable piece of data to use on the case I brought in for discussion. Loved hearing Mr. Keenan's thoughts during his drop in.*

*-Steven Burris, NV*

# #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 Budget Paradigm.

## REVIEW

*“Unlike any other Edge course. Doesn't just help with mediation, but with negotiations and sticking to your guns throughout an entire case.”*

*Ashley Washington, TX*

# #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.

## REVIEW

*“As with all the courses, this was no exception. Our instructors were spot on. I so very much enjoyed Don and his wisdom.”*

*Laura Sharp, TX*

# #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.

## REVIEW

*"Very informative and engaging. Great stuff! Instructors enthusiasm for this stuff is infectious."*

*Fahd Ali, CA*





*"It was awesome. If you have not done it you need to do this. It will fill in any holes you are missing for the edge in your cases. I can't believe how invigorated I am. I can't wait to start applying the damages principles in all my cases." - Jeffrey Zirgibel - WI*

**DAMAGES IS  
ONE OF THE MOST  
CRITICAL COURSES**

# ELECTIVE COURSE DESCRIPTIONS

## REVIEW

*"The class was very informative. Our instructor made the class feel very comfortable with talking to one another and got us engaged from the beginning. Day two picked up from the previous day. Our instructor constantly asked questions to ensure there was no disconnect with the students. If there were any issues, he would clarify it very well as well as get other students to help if they understood what someone else didn't."*

*Brian Kozlowski, FL*



# ADMITTED LIABILITY AND CAR CRASH LITIGATION

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**T**he 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 for your cases.

## REVIEW

*"By the end of the first day, I knew I was getting a whole lot more good stuff than I had even bargained for."*

*Steven Meyers, FL*

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# EMPLOYMENT

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**I**n this Employment elective course, Keenan Trial Institute faculty will work with you individually within small groups.

This college focuses on three of the most difficult but rewarding applications of the latest Keenan techniques to employment cases. You'll learn to develop and present the bad employer system that takes your employment case from an event case to a systems case.

You'll learn to develop and present the mechanism of injury. You'll learn to spread the tentacles of danger. You'll learn how to embed these concepts in your case from case intake through the end of trial.

## REVIEW

*"I found this very helpful. It helped my "PI" trained brain figure out how to apply Edge concepts in a different area which is new. Amy made everything clear."*

*A. Laurie Koller, OK*

# WOMEN'S SUMMIT

The following topics will be discussed and we want your feedback: The roadmap for a successful woman trial lawyer, All the tools we knew about but never had permission to use, How to use our strengths to our advantage, Women's Secret Weapon: What you already have in your wheelhouse and how to tap into it, How to handle female jurors, female judges, & female defense lawyers, How to handle male jurors, male judges, & male defense lawyers, and of course.... The dreaded dress code issues.

We don't have all the answers, but we look forward to coming up with solutions together.

## REVIEW

*"Found it helpful that we discussed what to do about bullies - both when the bully is our client or the opposing counsel."*

*Laura Castanga, IL*



# GRADUATE COURSE DESCRIPTIONS



THE JOURNEY

CONTINUES



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# ADVANCED VOIR DIRE

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**Y**ou'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

*"Really great material. Felt like I'm getting practical knowledge on how to pick a jury. Liked helping other teachers come in and assist - helped to break it up in the virtual format. Really substantive critiquing after the mock jury. This was very beneficial."*

Maren Hanson, ID

## REVIEW

*"Excellent course, observing each other and getting excellent feedback from our instructor, and more instruction/insight from Don when he joined us."*

*Leto Copeley, NC*

# 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 for 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.

## REVIEW

*"Instructor had great insight into the mediation process especially from defenses POV due to her experience. Really helped refresh and update my understanding about Edge mediations. Super helpful material and specific examples that I will be able to use in my upcoming mediation. Great reminders to do your background research on OC, adjusters, and carriers in our cases."*

*Thaddeus Wendt, UT*

# 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.

## REVIEW

*"Role play putting yourself in bubba's shoes was very helpful."*

*Douglas Dykes, FL*

# CLOSING LIABILITY

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early 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.

## REVIEW

*"Really appreciated learning our instructors method for Learning Closing Delivery. Having the closing checklist before getting the 10 pieces of the Closing Pie was very helpful too. Great day of learning! My take away is I need to learn the standard way (as it was taught) with the understanding that I need to focus group attitude changes post- cover and pivot as needed, especially for a med Mal case."*

Susan Campbell, SC

# ADVANCED FOCUS GROUPS

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he 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.**

## REVIEW

*"Great group of co-students. Everybody was positive and worked hard to stay engaged. Best part of this is practicing with the real FG participants."*

Maren Tobler, AZ

# BLACK LETTER LAW

**T**his 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.

## REVIEW

*"Excellent - it brought it all together for me in fighting foreseeability. What an eye opening course. It's like the symphony of all the courses coming together. The role play was great. Being able to practice this and fail then see how to correct it is very valuable.."*

*Steven Mezano, AL*

# TRIAL MANAGEMENT

**T**rial 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.



## REVIEW

*"A 1.3 Million Edge Verdict in a traumatic brain injury case against Goodyear. The Edge was instrumental and David your recent Edge in trial class i took this summer was incredibly helpful for me thank you."*

*Jamie Jackson, PA*

# HIT LIST

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**T**his 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.

## REVIEW

*"I cannot say enough about the role playing. Jim gave really good feedback during role playing, and he stayed late to make sure everyone had a chance to role play. I have a lot of work left to do, but I am off to a good start after this class."*

*Laura Castagna -IL*

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# ADVANCED OPENINGS

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**T**he Advanced Opening is a new cutting-edge course that builds, expands and gives us brand new elements to the opening statement. This course will teach you how Papa Don has been constructing his opening statements, that have now been tried and tested in hundreds of focus groups and trials. This course will give you the tools to build a bullet-proof opening statement, that will take 12-minutes or less, and put you on your way to a successful verdict.

The cases with the most success in the Advanced Opening Course will be those far enough from trial to allow for time to work on the new techniques, tips and to further focus group your case.

Undergraduate Pre-requisites are: Rules, Opening, Focus Groups, and Voir Dire You do not have to have Graduate status to attend this course. You must complete the Undergraduate prerequisites listed above.

## REVIEW

*"Wonderful job presenting the material. Instructor's critiques/ comments on our presentations were very helpful"*

*Tracy Cary, AL*





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# ADVANCED WITNESS PREP

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**Y**ou'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.

*"Really enjoyed the deeper dive into the witness prep template. Role playing was helpful in getting into the POV of our client-witness. Also having a template for direct exam will be valuable. Instructor did a fantastic job of clarifying some stumbling blocks that I've had in the guilt phase. Overall, really enjoyed the virtual class."*

*Jason Elrich, CA*

## REVIEW

*"Every question asked was well received, instructor stayed with it until the student completely understood the answer."*

*David H. Smith, Austin, TX*

# SEEING IS BELIEVING

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**F**or 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.



# DIRECT EXAM

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**D**irect 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 factfinder 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.

## REVIEW

*"Unquestionably one the VERY BEST COURSES with BEST INSTRUCTORS  
It was so instructive & informative that I never looked at my watch. I  
always feel inadequate in direct exam but now, armed with the Checklist  
of Direct & the Delivery System and all the other information I'll never feel  
that way again."*

*Richard R. Kennedy, LA*

# ASSOCIATE DEAN BIOGRAPHIES

# DAVID HOEY

**D**avid set out to improve the quality of care, and quality of life, in nursing homes through advocacy and litigation. David's mother directed a nursing home for almost 35 years. At a young age, David developed a deep respect for the elderly and felt it was important to preserve their stories. They are the WWII generation that made the country what it is today.

David is considered a pioneer in the field of nursing home abuse and neglect in Massachusetts having obtained the highest verdict for a nursing home death with punitive damages, totaling \$14,447,906.53. This came at a time when Massachusetts did not have voir dire or video depositions, nor was Counsel able to give the Jury a number during closing argument. The law in Massachusetts has since changed, in-part due to David's efforts, and the influence Don had within the Massachusetts area.

David is adamant about preserving the 7th Amendment right to a jury trial. He vigorously contests all attempts at arbitration. Besides nursing home neglect, David has expanded his practice to include catastrophic injury, wrongful death cases, home health care, medical negligence, products liability, transportation vans, auto wrecks, and premises liability.

In July and August 2015, David had the opportunity to try a case with Don. The experience was career changing. The case of Kira Wahlstrom v. JPA Management Services, Inc. et. al. was tried for three and a half weeks. It resulted in a total verdict of \$6,650,829.50. In that case, a young mother was viciously attacked and raped in a Boston hotel parking garage due to the lack of security in the facility. David gained a valuable experience in trying this case with Don, which is shared when he teaches at The College.

Why is David the Dean of KT1? David did what was considered nearly impossible: He successfully

obtained verdicts and settlements for elderly people in a jurisdiction that was one of the hardest, if not the hardest, to get a plaintiff's verdict to change the laws, obtained punitive damages, and succeed as a Trial Lawyer. That was important to Don. Don also saw David's passion for the law, his hard work, and his preparation. It goes hand in hand with the motto Amat Victoria Curam. Don and David have a unique friendship and have the utmost respect and trust for each other. They are thankful to be able to bring their experience, their skill, and their passion to the students, and faculty. And also to share their success to deter bad conduct and improve the community. David is proud to be Your Dean.



# DAVID BERNSTEIN

**D**avid Bernstein has obtained the Masters Level at the Keenan Trial Institute, is a faculty member of the Keenan Trial Institute, has been recognized as a Super Lawyer every year since 2006, has tried over 100 jury trials, has moderated over 200 focus groups, and has obtained numerous 6 and 7 figure jury verdicts and settlements over the past 35+ years.

Since 2017, David Bernstein has obtained jury verdicts in Oklahoma (1) against the City of Norman for \$500,000 for his client, (2) against a mobile home park for \$250,000 for his client (with \$4,000 of medical bills which were not submitted) (3) \$500,000 for his client (with \$4,000 of medical bills which were not submitted), and (4) \$2,500,000 for the Estate of a retired woman who died almost instantly after getting broadsided by an 18 wheeler. David Bernstein is also co-founder of Lawyers Fighting Hunger, a non-profit charity that has helped feed the less fortunate every year since 2011.



**ADV FOCUS GROUPS**

# SHARI BOSCOLO

**S**hari 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 injured people, 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

Shari is one of the Co-Deans for the Women's Summit Elective course and an active member on the Maryland Listserv.



**WOMEN'S SUMMIT**



**CO - DEAN**

**HIT LIST**

# MINDY BISH

**M**indy 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

**B**enjamin 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

**A**ugustus 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**

# ROBERT CLEMENTS

**R**ob represents clients in tractor-trailer wrecks, auto collisions, construction site incidents and premise liability injuries. Rob works together with his wife Kelly and between them they have tried numerous cases to verdict. The verdicts have ranged from \$15,000.00 to \$7,500,000.00. In November of 2015, Rob and Kelly prevailed against a crane company, general contractor, and concrete company, after implementing the Keenan concepts for \$7,500,000.00. On appeal the verdict was upheld. Over the years there have been multiple settlements over seven figures and many more resolving claims for their clients in the six-figure range. Rob is a graduate of the Keenan Trial Institute and is involved in teaching Depositions, Rules and Mist.



**ADMITTED LIABILITY**

# STACEY CUTTING

**S**tacey 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**

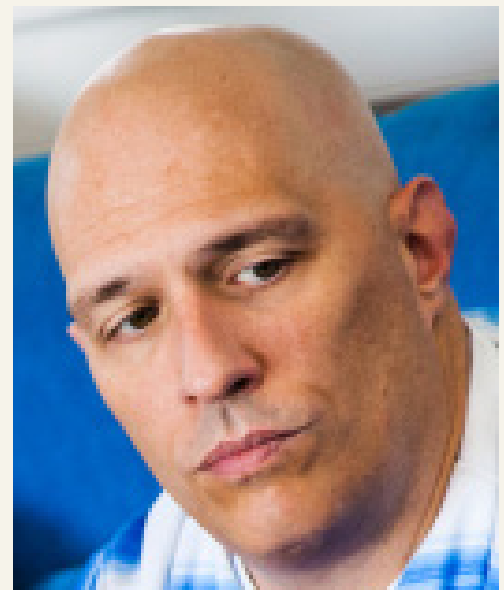
# ADAM DOUGHERTY

**A**dam Dougherty is a trial lawyer in Ft. Lauderdale, Florida where he maintains a small boutique firm focusing on serious personal injury cases.

In 2016, Mr. Dougherty co-authored an Amazon Bestselling Book titled, A Cup of Coffee With 10 Leading Attorneys in the United States.

Adam is a member of the National Trial Lawyers Association Top 100 Plaintiff Civil Trial Lawyers. In 2017 obtained a State of Florida Top 50, coming in at number 31 with a verdict of \$2,500,000.87, in the case of Rojas v. Wolfson a hotly disputed liability case where the insurance company made a \$25,000.00 pre-suit offer.

Adams experience with Keenan Trial Institute started back in 2010. In 2015, Adam had the honor of being part of the first graduation class. He joined the faculty of KTI in 2016, and was made assistant dean of the MIST course. Mr. Dougherty currently teaches, Rules, Opening Statement, Witness Prep, Advanced Cross Examination. He has spoken at numerous Seminars including Tractor Trailer and the Advanced Seminar in Costa Rica.



**ADV. CROSS**

# KARI JONES DULIN



**WOMEN'S SUMMIT**

**M**s. 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 and Women's Summit courses. 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

**D**ouglas 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.



**SEEING IS BELIEVING**



# DANNY ELLIS

**D**anny 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**



# DAVID HART

**D**avid 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 Preemptory 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.



**VOIR DIRE**

# AMANDA ITTERLY

**A**manda 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.



The 2019 Banquet and Honors Night was a celebration of success and hard work.

# BLAKE JOHNSON

**B**lake 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.



# ELIZABETH LARRICK

Elizabeth Larrick is a trial lawyer in Austin, Texas. Elizabeth has trial experience in several states – Oklahoma, Texas, Kentucky, Washington and Nevada – in cases ranging from commercial vehicle, wrongful death, premises liability, medical malpractice and car wrecks. Her first three years of practice in Oklahoma, she successfully tried several car wreck cases in Oklahoma County, Tulsa County and Canadian County. In returning to Texas in 2013, Elizabeth has tried cases in Travis County and Harris County (medical malpractice), and Tarrant County.

Since September 2012, Elizabeth has been a part of the Welcome to The Plaintiff's Revolution family. She attended an early seminar on Depositions and found a new passion of witness preparation. Elizabeth is a frequent contributor to the Keenan Trial Blog on the topics of witness preparation and focus groups. Elizabeth is faculty with Keenan Trial Institute for classes of Witness Preparation and Focus Groups. She is the Co-Dean for the Witness Preparation course. She is faculty of the Advanced Witness Preparation Course.

Elizabeth was the first Fellow in the Keenan Law Firm Fellowship Program, which started in 2016. A fellow is a licensed attorney who takes time from their practice to join Keenan Law Firm as a lawyer. Elizabeth worked directly on cases and trials with the Keenan Law Firm and referring attorneys. She assisted in case-work up, case workshops at the beach, and gained vast experience in a one year period. After the fellowship ended in March 2017, Elizabeth returned to her practice in Austin.

Elizabeth has taken her passion in witness preparation to a level of mastery. She is frequently asked to assist other lawyers in preparation of their clients for deposition and trial. Elizabeth has prepared clients in a myriad of cases with a range of physical impairment. The preparation gives the client confidence in the deposition, but gives the full client story of physical impairment, mental struggles, real examples of pain and havoc.



WITNESS PREP

2020 Instructor of the Year





BLACK LETTER LAW

# GREGG LUTHER

**T**he 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

**J**im 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**  
2018 Faculty of the Year

# AMY MILLER

**A**my 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 plaintiff's 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.



**ADV OPENINGS**

# THOMAS MORRISSEY

**T**homas 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

**B**rian 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**

# RYAN SKIVER

**R**yan 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

**D**avid 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**

# MONTE TYNES

**M**onte Tynes is a trial lawyer who has practiced on the Mississippi Gulf Coast for the last 14 years. Monte began general practice law with his father in 2006, trying over a thousand cases of all sorts. With his father's retirement in 2013, Monte focused his practice on helping those who have been injured by system failures.

By implementing KTI strategies from intake to closing, Monte has successfully obtained verdicts in some of the most conservative venues in Mississippi, including a \$260,000.00 verdict for intentional infliction of emotional distress, and a Not Guilty verdict on a re-trial of a capital murder conviction, where he won freedom for a 20 year old who had been wrongful convicted and imprisoned since he was 14 years old. In the past year, Monte has obtained over 5 million dollars in compensation for his clients.

Monte is a KTI graduate and faculty member of the Damages Course. Monte has also had the honor of being an RA and participating in numerous beach workshops, learning directly from Mr. Keenan.



**DAMAGES**

# COURTNEY PARKER WILSON

**C**ourtney 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 for \$600,000.00 and participated in her first personal injury trial – the bench opinion is pending.



**BLACK LETTER LAW**

# MICHAEL YONKE

**M**ike 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

**L**aura 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.

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



**WOMEN’S SUMMIT**

# FACULTY BIOGRAPHIES



# JAMES AMMERMAN

**J**im 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

**A**dam 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.



# NEIL ANTHONY

**N**eil P. Anthony , a Partner at our West Palm Beach office , is dedicated to fighting for full and fair compensation for victims of injuries. Neil P. Anthony joined Steinger , Greene & Feiner in 2008 after having already begun a distinguished career providing legal representation in personal injury and wrongful death claims.

Neil is a recognized leader in the field of injury claims and for more than a decade, he has built his practice around helping those who have suffered harm to recover the compensation they need to move forward after devastating accidents.

**2021 Lawyer of the Year**



# CHARLES ARMBRUSTER

**C**harles 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

**T**odd 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.



# NICHOLE BOOKER

**N**ichole 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

**C**lint 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

**M**att 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

**K**ent 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.

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

**B**rent 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 attended 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

**R**ob 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

**S**hakétta 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 ChasenBoscolo 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

**M**ichael 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); attend 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.



# DAN FINNEY JR



**D**an has been an Edge since 2015. He has attended in excess of 25 Edge College Classes, many multiple times, including numerous graduate level courses. He has attended 7-8 seminars and has made presentations at some of the seminars. He is also a Voir Dire Instructor.

Dan specializes in serious litigation matters, particularly complex personal injury claims. He has over forty years of experience as a trial lawyer, having completed over 100 jury trials. Dan has obtained multi-million-dollar verdicts or settlements in claims arising from truck crashes, medical negligence, product defects, fraud, auto crashes, negligent shooting cases, and inverse condemnation.

The results of some of his trials have attracted national media attention, and with respect to protective firefighting equipment, have changed the way defective products are tracked and resulted in product recalls. He has been named by his peers as a Super Lawyer. He has appeared on radio as an expert commentator on the topics of legal and medical malpractice. He has been a guest lecturer at St. Louis University School of Law on the topic of product liability.

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

# JIM FITZSIMMONS

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

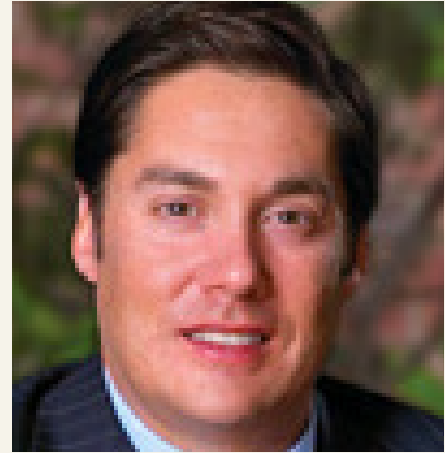
Jim Fitzsimmons is regularly invited to teach on Trial, Personal Injury and Workers' Compensation topics at legal seminars offering Continuing Education credit to lawyers and their legal assistants. Please visit the Presentations Taught by Attorney page of our website to review a listing of topics researched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

**S**cott 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.

# AMY GIBSON

**A**my 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

**A**ndrew 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

**A**nn 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 Defender's 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

**M**aren 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

**J**im 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.



# MARJORIE HAUF

**M**arjorie 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.

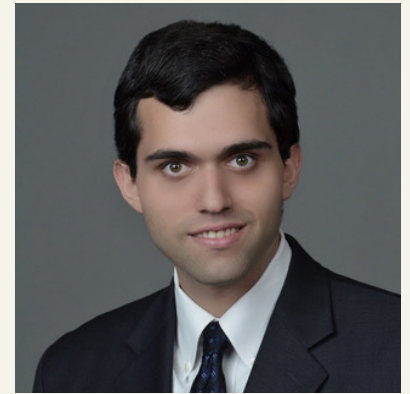


# ALEX HOFFSPIEGEL

**A**lexander 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.



# JAMIE JACKSON

**J**aime Jackson is a dedicated trial attorney with a focus on consumer safety. He is 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

**R**ichard 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

**J**enna 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 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.

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



# MATT LATHROP

**M**att 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

**M**ike 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

**P**eter 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

**S**haun 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.



# ERIK MARTIN

**S**ince 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.



# 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.



# GLENN MCGOVERN

**G**lenn 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

**P**atrice 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

**S**tephanie 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 often 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 litigants 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 for case workshops.



# MARK MILHOLLIN

**M**ark 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

**B** 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

**J**ay 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

**M**ichaila 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

**A**lexa 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

**M**isty 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

**A**dam 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

**T**aran 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

**M**ike 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 Start 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**

# CATHERINE RINALDO

**C**atherine 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 for case workshops.



# ROBERTO SALAZAR

**R**oberto 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 death-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 a 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 their skills.



# STEPHEN SANDERS

Mr. Sanders is first and foremost a teacher, which is exactly what juries hope for in a jury trial. The key to a successful lawsuit is having an attorney that can clearly explain and educate their audience on the situation and demonstrate how the injured has been wronged.

Mr. Sanders does not just want to win cases, he strives to make people understand how the injury happened and have those responsible change their ways so that it does not happen to someone else.

His awards and honors include Super Lawyers 2010 through 2016, Multi-Million Dollar Advocates, and Martindale-Hubbell's coveted "Judicial Recommendation" A-V rating for the highest ethics & skill in the courtroom.

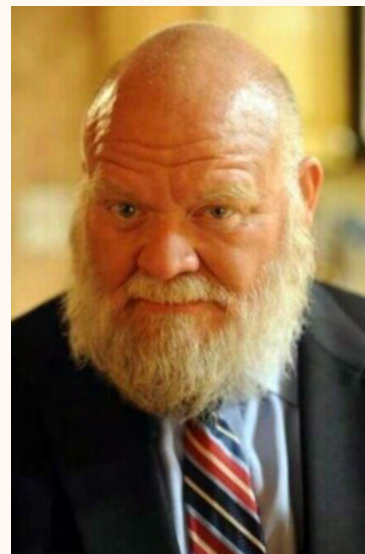


# TRAVIS SHETLER

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.



# STEVE SKIVER

**S**tephen Skiver, M.D., J.D. began his professional career engaged in the practice of Internal and Critical Care medicine for nearly 16 years. Board certified in Internal Medicine and while still practicing medicine, he entered law school in 1985 securing his Juris Doctorate in 1988. Since focusing his professional time on the practice of law, Dr. Skiver has been engaged in a wide range of legal matters. His medical background has enabled him to focus on the damages that result from negligent acts whether in medical or dental malpractice or trucking /auto crashes. As a trial lawyer, Dr. Skiver has extensive courtroom experience in complex medical -legal issues ranging from minor to devastating injuries. His medical experience is an asset to analyzing and understanding the issues in a matter, including the severity and prognosis of an injury. Dr. Skiver has been an invited lecturer to medical and legal seminars across the country and has taught law to medical students and physicians in training. Rated an AV Lawyer with Martindale-Hubbell, Dr. Skiver is listed in Who's Who in American Law. In September 2010, Dr. Skiver was inducted as a Fellow of the American College of Trial Lawyers, one of the premier legal associations in America, during it's meeting in Washington, D.C.



# KEVIN SMITH

**K**evin 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

**A**shley 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

**M**att 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

**K**evin 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

**M**ickey 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.



# RICHARD WATSON

**R**ichard C. Watson III, Esq, is a Graduate and Master Graduate of the Keenan Trial Institute and the co-moderator of the EDGE listserv in California. He is a trial lawyer with experience representing victims of serious injuries, medical malpractice, and elders who have been physically or financially abused or neglected.

Richard spends a significant amount of time with his clients and their family. He finds that by spending time getting to truly know his clients, he is better able to understand and translate their suffering and experience to juries and when negotiating with insurance companies and with blackhats.

He lives in Orange County, California, with his family and two cats (Middleton and Fergus), seven chickens (Daisy Lee, Rosie, Molly, Buttercup, Fiona, Annie, and Olga), and beloved German Shepherds (Sadie and Cowboy). (Fortunately, they do not own any goats or a pig, as of today, despite his wife's repeated threats to the contrary.)



# THADDEUS WENDT

**T**haddeus has experience dealing with: the differences between agents and adjusters; UIM and UM coverages; PIP applications, recorded statements, BI and property coverages; health insurance super liens; subrogation rights; and all the other technical terms and mechanisms that insurance companies use to delay, deny, and defend claims that you make when seeking a fair recovery.



# BRIDGIT WHITE

**B**ridgit 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

**D**avid 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

**M**ark 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.



# CHARLES WISELL

Attorney Charles E. Wisell is a partner with the Lipsig Shapey Manus & Moverman, P.C., law firm, which has office locations in Manhattan and Brooklyn, New York. Widely regarded as one of the top trial advocates in the country, Mr. Wisell represents plaintiff clients throughout New York who have personal injury claims arising from motor vehicle accidents, construction accidents, slip-and-fall accidents, and other acts of negligence or wrongdoing.

Throughout his career spanning more than 23 years, Mr. Wisell has earned a reputation for taking on the tough cases other attorneys regard as unwinnable. He also devotes a significant portion of his practice to advocating on behalf of undocumented immigrants and Hispanic clients who may have little recourse when suffering a loss or injury. From his efforts, Mr. Wisell has recovered millions of dollars in settlements and awards for his clients, earning memberships in the Million Dollar and Multi-Million Dollar Advocates Forums. Among his most recent victories, he helped secure a \$6.7 million verdict for the victim of a construction accident as well as settlements of \$4.75 million and \$4.5 million, respectively, for workers injured because of ladder collapses.



# MELINDA YOUNG

**M**elinda 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

**E**ric 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.



Zagrans has successfully represented Fortune 500 companies and other clients in significant litigation in most state jurisdictions and in 25 federal districts throughout the United States, and has tried over 40 jury trials and countless bench trials. He also maintains an active appellate practice before the United States Supreme Court and the United States Courts of Appeals for the D.C., Second, Fourth, Sixth, Seventh and Ninth Circuits, as well as in the Supreme Court of Ohio. In just the last few terms of the U.S. Supreme Court, he has argued a precedent-setting case concerning the scope of federal removal jurisdiction and filed certiorari and merits briefs on behalf of parties and amici curiae in five other cases.

Eric formerly served as law professor at Case Western Reserve University School of Law, where he became a nationally-recognized expert in the areas of federal jurisdiction, civil procedure, class actions, evidence, constitutional law and Section 1983 litigation, and law director of the City of North Ridgeville, Ohio. He is one of an elite handful of lawyers currently in private practice who were formerly in-house counsel at one of the Big Four accounting firms at the partner level.



*Class of 2021 | Keenan Trial Institute  
Graduate Degree Recipients*



Alfred Altopiedi



Patricia Barasch



Hunt Bonneau



Nichole Booker



Andrew Burnett



Suzanne Burnett



Connie Calvert



Ryan Cox



John Everett





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Graduate Degree Recipients*



Scott Gill



Thomas Kandler



Kyle Kent



John Krall



Kevin Kuehner



Ryan Lee



Mary-Ann Leon



Tom Lester



Farrah Martinez



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Stephanie  
Mensing



Stacy Miller



Johnathan Minga



Moises Morales



Paul Robinson



Evan Rosemore



Richard Schall



David Smith



Stephanie Taylor



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Allen Tittle



James Valbrun



Todd Varellas



Cara Xidis



Elena Yamane



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Alfred Altopiedi



Patricia Barasch



Nichole Booker



Leto Copeley



Doreen Graham



Ashley Grout



Leslie Hagans



Thomas Henson



Leland Irwin



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Amy Jaasma



Sean Joanis



Kevin Kuehner



Jim Lyons



Farrah Martinez



Stephanie  
Mensing



Jesse Mitchell



Sean Olsen



Catherine Rinaldo



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Jim Sanford



Michael Schafer



Richard Schall



Seth Schaumburg



Greg Sheindlin



Daniel Smith



George Tait



Allen Tittle



James Valbrun



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Master's Degree Recipients*



Reid Wamble



Thaddeus Wendt



Ada Wong



Cara Xidis

# 2020 GRADUATES

## Graduate Directory

Brent Adams	James Gigax	Erik Martin	Carol Shelly
Fahd Ali	Joel Grist	Nancy McGee	Travis Shelter
Mary Allen	Jeff Gutkowski	Glenn McGovern	Scott Shipman
Kurt Arbuckle	Marc Harding	Nicole McNamara	Rob Shively
Anthony Baratta	James E. Harris	Sally Metcalf	Jack Shrader
Brian Beckcom	Jonathan Harris	Amanda Mingo	Rachel Smith
Todd Benson	David Hart	Boyd Moss	Daniel Smith
Jill Bollwerk	Gregory Heller	Michael Mohlman	Rodney Smith
Kevin Boyle	Thomas Henson	Brad Morris	Drue Soloman
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Steven Burris	Charles Hoedebeck	Robert Norfleet	Matthew Sullivan V
John Cady	Michael Holder	David Norris	Vernon Sumwalt
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Tracy Cary	Justin Hunter	Kimberly Olsinski	Walter Taylor
John Christopher	Bryan Hutchinson	Sean Olson	Joseph Tunstall
John Ciccarelli	Leland Irwin	David Pishko	Jeff Villarreal
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Charles Cobb	Michael Jasso	Daniel Patrykus	David Wang
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Erin Christison	Valerie Johnson	Michael Reiter	Tracy Weinstein
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Yao Dinizulu	Jennifer Kurle	Elizabeth Sanford	Charles Wisell
Doug Dykes	Robert Landry	Jim Sanford	JT Wisell
Danny Ellis	Matthew Lathrop	Mike Schafer	Nick Wiseman
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Anjan Gewali	Michael Lotto	Tony Seaton	Eric Zagrans
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Doug Gibson	Richard Manger	Richard Sharp	
	Ashley Manning		
	Robert Margeson III		



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# 2019 MASTERS



# 2019 GRADUATES

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Shaketta Denson  
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Joseph Kopfler  
Nishi Kothari  
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Steven Myers  
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Brad Morris  
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Young- Ji Ham  
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Cassidy Stevenson  
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 Mary Buonanno  
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 Robert Curran  
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 Doublas Tynes Jr.  
 Jeff Villarreal  
 Reid Wamble  
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 Thaddeus Wendt  
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 Jim Ammerman  
 Chirstian Austin  
 Lucus Baker  
 Robert Bates  
 Mark Blane  
 Milton Blaut  
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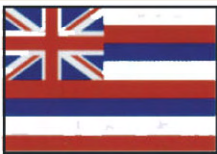
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102 Scott Desalvo,  
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132 David Hoey



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58 William Kelley



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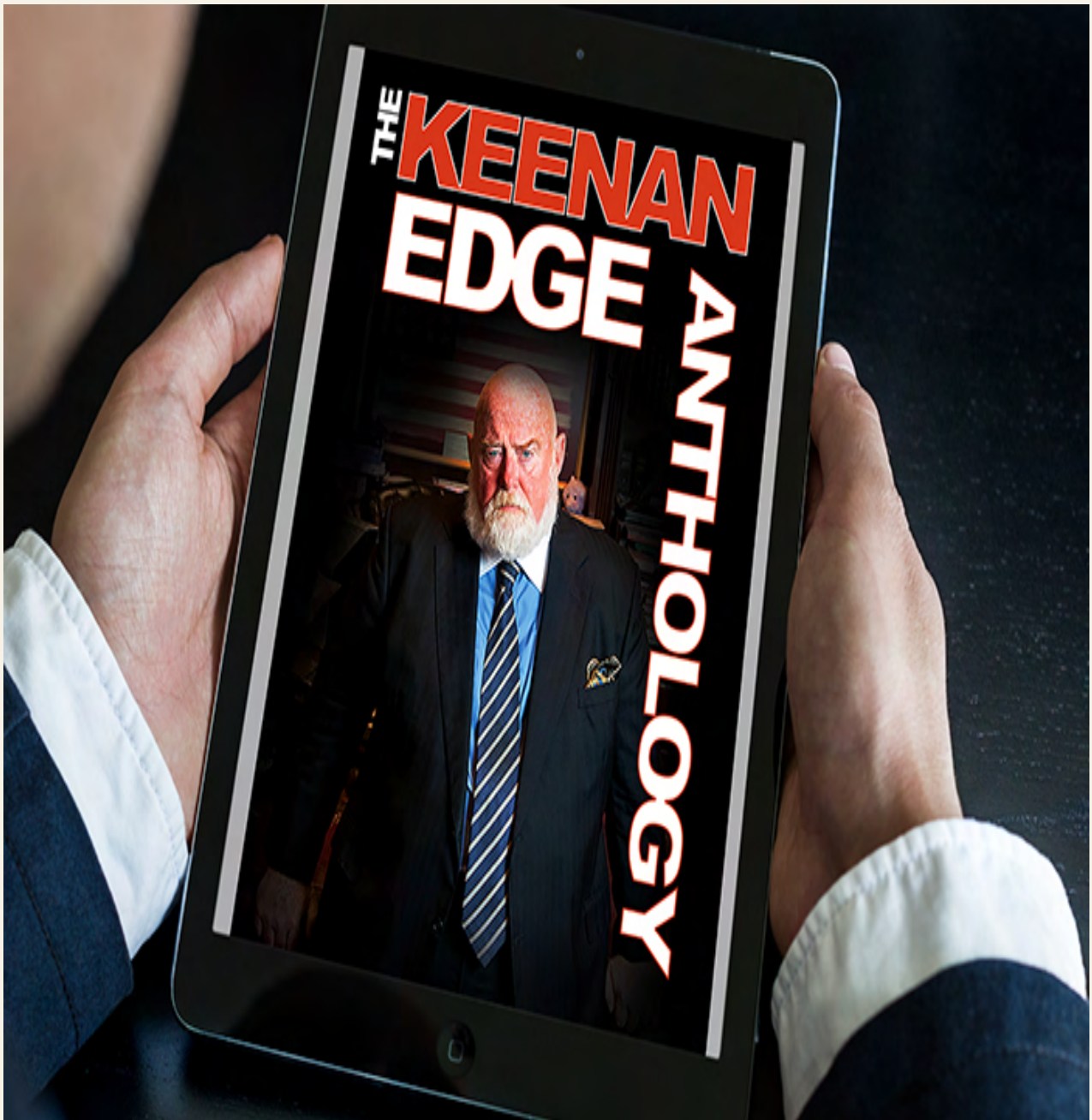
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