

# The Perfect Question with David Markowitz

## How to Control the Witness, Reveal Hidden Information, and Persuade the Judge and Jury

Register now at [www.osbar.org/seminars](http://www.osbar.org/seminars) (search for PQ19)



**Wednesday, May 15, 2019**

9 a.m.–11:45 a.m.

**Oregon State Bar Center**

16037 SW Upper Boones Ferry Rd., Tigard

CLE credits: 2.5 General

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Explore the impact of a carefully crafted question on achieving goals at deposition and trial. Understand the importance of putting a witness at ease in order to maximize the information obtained. Examine how witnesses can be controlled and manipulated during deposition and trial. Gain insight as to how tone, pace, and word choice affects a witness's response. Learn how to impeach a witness, and explore the techniques of framing, priming, and anchoring.

Presented by David Markowitz, *Markowitz Herbold PC, Portland*

**Register by 5/13/19 and save \$10.**

### LIVE EVENT



#### **Early registration discount**

*Register by 5/13/19 and save \$10*

- \$80 ONLD member
- \$110 OSB member
- \$120 Non-OSB member

*(Electronic materials are included with your registration.)*

### LIVE WEBCAST



*Includes online access to recorded seminar for 60 days after the live event.*

- \$80 ONLD member
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#### **Questions or need help with registration?**

Call the OSB CLE Service Center:  
**(503) 431-6413 or (800) 452-8260, ext. 413**

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- 8:30 Registration**  
**9:00 The Perfect Question**  
**11:45 Adjourn**

(One 15-minute break will be taken during the presentation.)



**David Markowitz** is the co-founder of the Markowitz Herbold law firm and considered by his peers to be among the finest trial lawyers in the West. He has received numerous awards and recognition for his outstanding trial work and efforts in mentoring and educating attorneys at all

levels. He has been acknowledged by premier legal publications, including *Super Lawyers and Best Lawyers in America*, and he was recognized by *Chambers USA* as a top commercial litigator in Oregon and one of only three Oregon litigators to achieve a “Star” ranking. In addition, he is a Fellow and former Oregon State Chair of the American College of Trial Lawyers, a Fellow of the International Academy of Trial Lawyers, and a member of the American Board of Trial Advocates. Mr. Markowitz frequently acts as a mediator and arbitrator to resolve commercial disputes, served as a pro tem judge in Multnomah County, and is an expert on attorney fees.

### Products

- PQ19.CD  
Audio CDs with electronic materials .....\$110  
PQ19.DVD  
DVDs with electronic materials ..... \$125

This seminar will be available on-demand after the live program. Please visit [www.osbar.org/seminars](http://www.osbar.org/seminars) and search for PQ19. On-demand access is available for 60 days after the date of purchase.

### General Information

**Cancellations:** Cancellation requests must be received by the OSB CLE Service Center at least 72 hours prior to the date of the seminar to qualify for a refund. Refunds are subject to a \$25 cancellation fee.

**Tuition Assistance:** Email a request stating your financial situation to [cle@osbar.org](mailto:cle@osbar.org) no later than one week before the seminar.

**Dietary Restrictions or Accessibility Accommodations:** Please call (503) 431-6326 or (800) 452-8260, ext. 326, at least 72 hours before the date of the seminar.



## Upcoming Seminars

**April 5-6**  
32nd Annual NW Bankruptcy Institute (NWB19)

**April 12**  
More Effective Writing Makes More Effective Lawyers (WR19)

**April 17**  
Lunch and Learn | Preventive Law 101: Minimizing Business and Legal Exposure (PL19)

**April 19**  
Current Advanced Topics in Real Estate and Land Use (RE19)

### Save the Date for Upcoming Institutes:

**May 3**  
39th Annual NW Securities Institute

**June 6-7**  
19th Annual Oregon Tax Institute

Register for all programs at  
[www.osbar.org/seminars](http://www.osbar.org/seminars)  
(search for program codes)



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