

### NORTH CAROLINA DEFENDER TRIAL SCHOOL

Monday, July 10 through Friday, July 14, 2023 UNC School of Government, Chapel Hill, NC

Cosponsored by the UNC-Chapel Hill School of Government & Office of Indigent Defense Services

### Monday, July 10, 2023

8:00-8:45 am Check-in

8:45-9:00 am Welcome, Introduction, and Description of Program

Phil Dixon, Teaching Assistant Professor, UNC School of Government, Chapel Hill, NC

Bob Burke, Indigent Defense Consultant and Trainer,

Beech Mountain, NC

9:00-10:00 am FACTUAL BRAINSTORMING/FACTBUSTING (PLENARY)

Joseph Ross, Assistant Federal Defender,

Raleigh, NC

At the conclusion of the plenary and workshop, participants will:

- 1. Know the elements of effective brainstorming/factbusting.
- 2. Understand the importance of effective factbusting to creation of a rich pool of facts from which to develop a persuasive theory of the case and story.
- 3. Be able to effectively bust the facts of a case.

10:00-10:15 am *Break* 

10:15am-12:30 pm BRAINSTORMING/FACTBUSTING (WORKSHOP)

12:30-1:30 pm Lunch

1:30-2:30 pm BRAINSTORMING/FACTBUSTING (WORKSHOP)

2:30-2:45 pm Break

2:45-4:00 pm DEVELOPING YOUR THEORY OF THE CASE AND THEMES

BY TELLING YOUR CLIENT'S STORY (PLENARY)

Ira Mickenberg, Attorney & Consultant

Saratoga Springs, NY

At the conclusion of the plenary, participants will:



- 1. Know and understand the definitions of, and differences between, a theory of the case (or defense story summary) and a theme.
- 2. Know and understand the purposes of a theory of the case/story summary and themes.
- 3. Know and understand methods for developing a theory of the case/story summary and themes.
- 4. Know the elements of storytelling.
- 5. Understand how storytelling elements (such as sequence, imagery, scenes, characters) and persuasive techniques (such as theory and themes, primacy and recency, chapters, hooks) and how to effectively use them.

4:00-4:15 pm Break

### 4:15-5:00 pm THEORY OF THE CASE/DEFENSE STORY (WORKSHOP)

After completion of these workshops, participants will have:

- 1. Developed a theory of the case/summary of defense story, and a full, persuasive story for a trial case.
- 2. Put in writing a theory of the case/story summary for their case that is consistent with the definition of a theory of the case.
- 3. Identified any supporting emotional theme or themes for their case.
- 4. Sketched out, in writing, a defense story for their case.

6:00 pm **Dinner @ Top of the Hill Restaurant & Brewery, Chapel Hill** 100 E Franklin St #300, Chapel Hill, NC



### **Tuesday, July 11, 2023**

9:00-11:00 am THEORY OF THE CASE/DEFENSE STORY (WORKSHOP)

11:00-11:15 am Break

11:15 am-12:15 pm THEORY OF THE CASE/DEFENSE STORY (WORKSHOP)

12:15-1:15 pm Lunch

1:15-2:15 pm JURY SELECTION: A JOURNEY OF DISCOVERY(PLENARY)

Kevin Tully, Chief Public Defender,

Office of the Public Defender, District 26, Charlotte, NC

After completion of this session and the workshops, participants will:

- 1. Know and understand the purposes of voir dire (develop rapport, inform, educate, learn, introduce theory of case).
- 2. Know and understand questioning and conversational techniques for accomplishing the purposes of voir dire, such as open-ended, life experience questions, "get it and spread it," and other techniques.
- 3. Be able to effectively use jury selection techniques in their own case, conducting a voir dire of real jurors, with an eye towards deciding whether those jurors would be receptive to the theory of the case the participants will be advocating in their cases.

2:15-3:00 pm JURY SELECTION (DEMONSTRATION AND DISCUSSION)

30-minute demo and 15-minute debrief

3:00-3:15 pm Break

3:15-4:30 pm BRAINSTORM VOIR DIRE (WORKSHOP)



### Wednesday, July 12, 2023

9:00-10:30 am **CONDUCT VOIR DIRE (WORKSHOP)** 

10:30-10:45 am Break

10:45 am-12:15 pm CONDUCT VOIR DIRE (WORKSHOP)

12:15-12:30 pm **DEBRIEF JURY SELECTION** 

12:30-1:30 pm Lunch

1:30-2:20 pm **OPENING STATEMENTS (PLENARY/DEMONSTRATION)** 

Burcu Hensley, Assistant Juvenile Defender NC Office of the Juvenile Defender, Raleigh, NC

At the conclusion of this session, participants will:

- 1. Know and understand that an opening statement must present a factual and persuasive defense story that drives and supports the theory of the case and emotional themes.
- 2. Know and understand basic techniques for doing an opening statement that is factual, persuasive, and drives the theory of the case and themes (Hook, headline, primacy and recency, context, storyline, creation of inferences, use of "theory and theme language").

2:20-2:30 pm Break

2:30-3:00 pm BRAINSTORM/PREPARE OPENING (WORKSHOP)

After this workshop, participants will:

- 1. Be able to articulate what they want to accomplish with their opening statement, and how it advances their theory of the case and themes.
- 2. Be able to use basic techniques for the presentation of a factual and persuasive defense story that advances the theory of the case and themes (Hook, headline, primacy and recency, context, storyline, of inferences, use of "theory and theme language").

3:00-5:00 pm **CONDUCT OPENINGS (WORKSHOPS)** 



### **Thursday**, **July 13**, **2023**

9:00-9:55 am **CROSS-EXAMINATION (PLENARY/DEMONSTRATION)** 

Johnna Herron, Assistant Public Defender Guilford County, NC

At the conclusion of this session, participants will:

- 1. Know and understand that the goals of cross-examination, as well as the questions asked and language used, are determined by the theory of the case and supporting themes.
- 2. Know and understand techniques for effective cross-examination (chapters, transitions, use of "theory and theme language," sequence, and leading, one-fact questions).
- 3. Know and understand techniques for impeachment with prior inconsistent statements and omissions.

9:55-10:10 am Break

10:10-10:40 am **BRAINSTORM/OUTLINE CROSS EXAMINATION** (WORKSHOP)

After this workshop, participants will:

- 1. Be able to articulate what they want to accomplish with their cross-examination, and how it advances their theory of the case.
- 2. Be able to make use of techniques for the effective crossexamination of a government witness that advances the theory of the case and themes.

### 10:40 am-12:30 pm CONDUCT CROSS EXAMINATION (WORKSHOP)

12:30-1:30 pm Lunch

1:30-2:20 pm **DIRECT EXAMINATION (PLENARY/DEMONSTRATION)** 

Timothy Heinle, Teaching Assistant Professor UNC School of Government, Chapel Hill, NC

At the conclusion of this session, the participants will:

- 1. Know and understand that all aspects of direct examination -including the decision to call a particular witness (why is it
  important and what is important), the questions that should be
  asked, and the way those questions should be asked -- must flow
  from the theory of defense and emotional themes.
- 2. Know and understand basic techniques for doing a direct examination (preparation of witness, chapters, anchoring



questions, transitional questions, use of "theory of the case and themes language", open-ended questions, practice, use of visuals, demonstrations).

2:20-2:35 pm Break

2:35-3:05 pm BRAINSTORM DIRECT EXAMINATION (WORKSHOP)

After this workshop, participants will:

- 1. Be able to articulate what they want to accomplish with their direct examination, and how it advances their theory of the case.
- 2. Be able to effectively prepare a witness for direct and cross and effectively use direct examination techniques to advance the theory of the case, defense story, and supporting themes.

3:05-5:00 pm **CONDUCT DIRECT EXAMINATION (WORKSHOP)** 



### Friday, July 14, 2023

9:00-10:00 am CLOSING ARGUMENTS (PLENARY/DEMONSTRATION)

Sophorn Avitan, Assistant Public Defender Office of the Public Defender, Charlotte, NC

At the conclusion of this session, participants will:

- 1. Know and understand that closing argument must be factual and persuasive and must flow from the theory of defense and emotional themes.
- 2. Know and understand basic persuasive techniques (use of "theory of the case and themes language," primacy and recency, repetition, chapters (clarity), hooks, vivid language, pictures or images, trilogies) for closing argument.

10:00-10:15 am Break

10:15-10:45 am **BRAINSTORM/PREPARE CLOSING ARGUMENT** (WORKSHOP)

After this workshop, participants will:

- 1. Be able to articulate what they want to accomplish with their closing argument, and how it advances their theory of the case or defense story.
- 2. Be able to use basic persuasive techniques to effectively advance the theory of the case, defense story, and supporting themes in closing argument.

10:45 am-12:45 pm CONDUCT CLOSING ARGUMENT (WORKSHOP)

12:50-1:00 pm Conclusion



### **CLE HOURS: 28.0**

\*Pending approval by the NC State Bar\*



JURY SELECTION

- •"OLD SCHOOL" v. "TRIAL SCHOOL"
- How to find jurors who will react appropriately to our client's story of innocence

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**OLD SCHOOL** 

- · Lecture method Lawyer does most of the talking
- Establish lawyer's authority/credibility
- Indoctrinate jurors about the law (burden of proof, reasonable doubt, etc.)
- Elicit PROMISES from jurors to follow the law

PROBLEMS	
- Tells us almost NOTHING about the jurors	
- We end up falling back on STEREOTYPES and gut	: feelings
- Banking on jurors ASPIRATIONAL promises	

OLD SCHOOL	
STE	REOTYPES
LOVE	HATE
Women	Men
Blacks	Caucasians
Young	Old
Poor	Wealthy
Teachers/Social Workers	Bankers/Cops

"It is arrogant and stupid to choose jurors based on stereotypes of gender, race, age, ethnicity or class."
- Ira Mickenberg

### **OLD SCHOOL** ASPIRATIONAL PROMISES Studies show: - Jurors decide cases based on prejudices, preconceived notions, and feelings, regardless of the LAW or what any judge /lawyer tells them, even if they honestly believe otherwise. - Asking about future behavior results in aspirational answers. TRIAL SCHOOL • LISTENING - Jurors do most of the talking • Establish jurors' authority – empower them to act to do right • Indoctrinate jurors about story of innocence Elicit opinions/feelings that help us predict how jurors will emotionally react

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### TRIAL SCHOOL

Studies show:

- The best predictor of what a person will do in the future is not what they say they will do, but what they have done in the past in analogous situations.
- Attitudes and feelings (emotions) are based on personal experiences

TRIAL SCHOOL

COMMAND

SUPERLATIVE

ANALOGY

10

### COMMAND -- TELL us about... -- DESCRIBE for us... -- SHARE with us...

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# TRIAL SCHOOL SUPERLATIVE -- The BEST... -- The WORST... -- The MOST SERIOUS... -- The MOST RECENT...

TRIAL SCHOOL	
ANALOGY	
Life Experience	
Life Experience Personal	
Dealing with a topic central to client's story of innocence	

TRIAL SCHOOL

EXAMPLES OF CSA "QUESTIONS"

(Self Defense) — TELL us about the MOST force you ever had to use to defend yourself (Alcohol) — SHARE with us about the person who showed the REGGEST change in behavior after drinking alcohol

(Police) — DESCRIBE for us the MOBST encounter you or someone close to you have had with police

TRIAL SCHOOL

What if my judge won't let me do this?!

If judge tries	s to stop this:
Prophylad	tic setup
Remind ju	adge the Government did this
Cite case	law
In order t	to provide effective assistance of counsel need to judge potential jurors' fairness
Offer to I	pe done sooner

TRIAL SCHOOL
If judge tries to stop it and all else fails
Go in through the back door!
- Can you be fair?
- What makes you say that?
- Based upon how you feel about?
How did you come to your opinion or feelings about?
- What had the biggest influence on your opinion or feelings about?

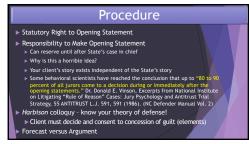
# TRIAL SCHOOL MAL DAVIS CASE - What are our emotional pitches? - What facts/characters might juriors have emotional reactions to after hearing our story? - What analogous life experiences might we want to have them share with us?

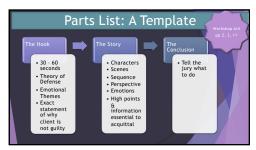












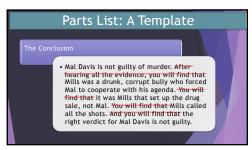


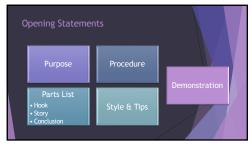


What are some other possible themes?









Style & Tips
Principals of primacy and recency:  ➤ Front load the strong stuff  ➤ Start on a high note, end on a high note
Drop the legalese. Drop the big words, too. Tell the story to an 8-year-old on a playground
Don't write it out. Just tell the story. The jury won't believe your client's story if you don't believe your client's story.
Approach the trial as if you are a screenwriter creating a movie script. Your opening is the full-length trailer (no cliffhangers!)  ▶ Hero? Villain? Plot?
Do not overpromise.
Use graphic, colorful, descriptive language.  ➤ Visit the scene
Your body language can help tell the story.  ▶ Everyone please stand up



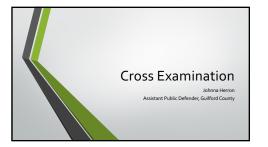


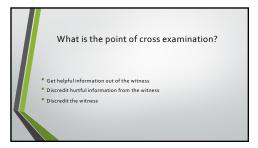


Parts List: A Template

• Mal Davis is not guilty of murder. He was at the mercy of a cop that was drunk, corrupt, and a top-notch bully. Mills ordered Mal to take him to Jelly's house, Mills threatened Mal to cooperate, and Mills forced Mal to call Jelly. Mills made the deal with Jelly while Mal cowered several feet away. Mal is not guilty of murder because he had nothing to do with this drunk and corrupt bully's agenda.





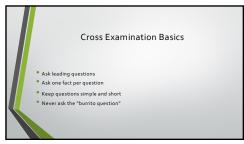


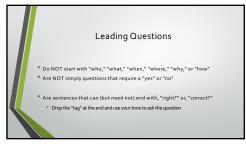
What is the point of cross examination?

\* This is not the time to make your closing argument

\* Get the facts you need to make your closing argument later

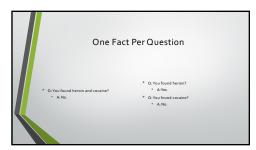


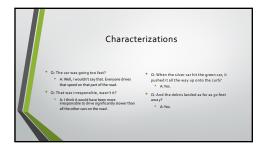








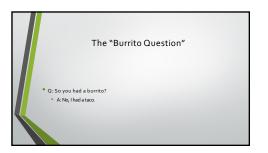


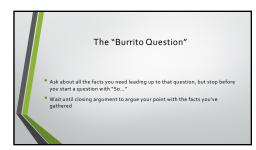


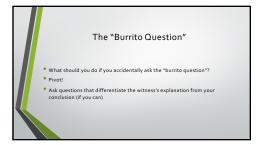












The "Burrito Question"

O: So you had a burrito?
A No, I had a taxo.

U: But the tortilla was twelve inches in diameter, right?
A Nes.

C: When you wrapped it up, you tucked in both ends of that tortilla?
A Nes.

C: You only ate one of them as your meal?
A Nes.

Organization

\* Use the "chapter" method

\* Use signposts

\* Remember primacy and recency

\* Be flexible – listen to the witness and adapt as needed

# The "Chapter" Method \* Write down all the facts you need to get from the witness for your closing argument as builet points \* It helps to do this in a Word document so you can rearrange them \* Sort each fact into a broader topic you want to address (your "chapters") \* Organize your chapters so that they will have the most impact \* Signposting: when you change topics, let everyone know

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# The "Chapter" Method \* Listen to the direct examination and note anything you want to add to a chapter \* Have each chapter on a separate page so they can be rearranged on the fly \* It's okay to deviate from your written points if the witness gives you an unexpected answer you need to explore \* The written points will then help you get back on track when you're done!

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### Controlling the Witness \* Interrupting the witness mid-answer usually won't work \* Try asking easy questions first to get in the flow of short answers \* Do your best to get a "yes" or "no" \* If the witness doesn't answer the first time, ask again \* If you ask's times with no answer, move on



# Prior Inconsistent Statements \* You can ask a witness if they said something different at another time \* Remember, the prior statement is not evidence itself! \* If the witness denies the prior statement, you may use other evidence to prove it \* Transcript of prior testimony, video or addiorecording testimony of another witness, etc. \* State is entitled to a copy of the impeaching evidence upon request \* Note: be careful of "putting on evidence" if you do not intend to do so \* Refer to NC Rule of Evidence 613

# Procedure for Prior Inconsistent Statements Have the witness reaffirm the statement you are impeaching Establish the prior statement occurred Build up the veracity of the prior statement Confront witness with prior statement Resist the urge to keep going! You will only allow the witness to explain away the inconsistency

### Prior Convictions \* "What, if anything, have you been convicted of in the last ten years that carries a maximum punishment of sixty days or more?" \* If witness doesn't name all convictions, follow up! \* Decide whether the witness's record is bad enough that it's worth asking \* Refer to NC Rule of Evidence 60g

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# Bias or Interest If the witness has a reason to lie (or err on the side against your client when they don't know), you may ask about it Common biases Witness doesn't like client or likes alleged victim Witness (or loved one) could face consequences from admitting the truth Witness has a financial or other interest in outcome of case

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# Other Forms of Impeachment \* You may ask about facts that contradict the witness's testimony \* You may cross examine on prior dishonest acts, but cannot prove it by extrinsic evidence \* Refer to NC Rule of Evidence 6-88(b) \* You may ask experts about treatises that contradict their methods or opinions







### **Direction Examination – Session Summary**

Timothy Heinle, UNC School of Government

Direct exam allows you to deliver your message to your audience. Tell your story. Control your narrative.

### Choose witnesses

- Driven by your case theory. Each witness should advance your theory in at least one way.
- Identify a witness' strengths and weaknesses. Cut anticipated attacks off in advance.

### Tell your story

- Use the chapter method to prepare your direct. Chapters can be
  - o a place or moment in time (e.g., Harris Teeter the night of June 10), or
  - o facts or themes (e.g., childhood bullying, desperation, or lack of sleep).
- Decide the order of your chapters and questions.
  - Chronologically may be appropriate but can also be boring/mimic the State's case.
  - Maybe start with a topic (e.g., fear of police) rather than an event.
  - Or move through events non-chronologically (e.g., testifying about the shock of being tackled by store security before describing his day in general, including shopping).
- → Tip! Write facts you want brought out in different chapters on separate sheets of paper. Rearrange them to find the most effective sequence. Then create your transition statements and questions.

### Question styles

Move beyond "leading questions on cross, open questions on direct." There are degrees to open-ended questions. Ask open but controlled, purposeful questions.

- 1. Wide open: "Tell us about your family." "Did anything happen that night?"
  - a. Risky (witness could give a harmful or boring response).
- 2. Less open: "Describe the air quality." "How far from the kitchen were you?"
  - a. Still open, but it allows you to exercise some control over the direction of the response.
- 3. Close-ended but non-leading: "Did you smell smoke?" "Could you clearly see her?"
  - a. Some will incorrectly say this is a leading question. Retreat to slightly more open, less-directed style questions, then fluctuate. Find the line and walk it.

Your style may vary by witness. For example, you may give a forensic expert more wide-open questions, allowing them to testify freely. Whereas for your client, you may prefer to use more controlled questioning, while still allowing the client's voice to shine through.

### Bring scenes to life

- Use transition statements (e.g., "I want to discuss your typical day").
- Incorporate demonstrative evidence (e.g., a map; photograph of room).
- Take your time. Do not just use conclusory questions and move on. Flesh out details.
- Use descriptive words to activate the listener's five senses (e.g., in a self-defense case, asking the defendant to describe the taste of blood in her mouth before she hit back).

### Prepare

Practice testimony with witnesses, out loud, whenever possible. Help each other be more effective. Explain their purpose. Simulate trial so they are not surprised by the feeling of pressure in court.













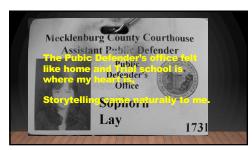


























Set the Scenes     CHRONG	DLOGY
My storytelling journey I. Retuges camps in Gambodia E. Educated in the South British of the Market South South	looking tolls 1. Chilit 2. Drawk tching for a bust 2. Magnetia Furnes 1. Anger growing 2. Surring fight 3. Krinspped Mills 5. July 3. Bushespped 1. Bushespp 1. Surring fight 2. Reckless arrest 3. Got himself killed
Met Mills     Pulled away from fighting several Black men     Forced to buy drugs	
3. After Mills	
Sitting in Jail for just doing what an officer told him to do	

















































	1	
Type: Confidential	Did, the reporting officer tak No	any written notes related to this incident?
Reporting Officer: 005351	Entered Date/Time: 05/28/20 1309	OFFICER RON WHITE
Did the reporting officer have corresponder No	nce, memos, or emails related to this incident?	STATEMENT
Brief description of reporting officer role or Reporting Officer	involvement in the case:	
Do you have officer generated audio and/o Yes	r video reference this case (i.e. DMVR, Body Worn,	Interview room)?
List type of audio/video (i.e. DMVR, Body V	form, interview room) and vehicle number, if applica	ble:
	been a patrol officer with the county police depo	
at 7:30 P.M. I was off duty and having di	nner at Chili's with my friend, Officer Pete Mills. C ad for eight years and was also off duty. Officer h	fficer Mills was 34 years old and had bee
at 7:30 P.M. I was off duty and having di on the Special Undercover Narcotics Squ Helen Cruz, with them to dinner. By 11:00 P.M., we were still at their table approached by a man who Mills later tok	nner at Chili's with my friend, Officer Pete Mills. C	fficer Mills was 34 years old and had bee tills brought his girlfriend, 27 year old k, maybe two at most," when Mills was They had a private conversation in the bi
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