

THE EVIDENCE REPORT

Vol. 2 No. 5

OCTOBER 2005

Hal Copeland, Editor

Have You Crafted Your Elevator Speech?

A phenomenon in the corporate world is what is now called the “elevator speech”. Some say those who want to stand out should have a 15-second self-promo on hand, just in case they find themselves facing someone who may be important.

The speech works in elevators, at networking events and chance encounters. Corporate trainers report a surge in interest. They advise people to hit hard on the value of what they do. For example: “I’m a trial attorney. Mostly I defend public companies and help them to win lawsuits.”

Graphics Win Again

July 9, 2001 Disclosure Following Settlement

Supreme Court of Texas

Memorandum Dated July 11, 2001

The lawsuit probably will need to be brought in Texas and one threshold issue is, under Texas conflict of laws rules, whether the Louisiana or Texas substantive rules of contribution and indemnity will be applied. For the reasons which follow, it appears that Louisiana substantive law will be controlling in an action for contribution and indemnity.

We hold that a defendant can settle only his proportionate share of a common liability and cannot preserve contribution rights under either the common law or the comparative negligence statute by attempting to settle the plaintiff's entire claim.

“Focus Documents” graphically feature “zingers” in the legal case on 36"x48" foamcore.

Words from the winner:

Recently, our firm appeared before Judge Karen Gren Johnson in the 95th Judicial District Court for a hearing on a complex Motion for Summary Judgment. In preparation and anticipation of the hearing, we retained **Litigation Graphics** to prepare presentation boards which highlighted and excerpted deposition testimony and documentation that was critical to our argument. The hearing went very well.

I wanted to thank you for your firm’s efforts and let you know that Judge Johnson, during the hearing, specifically commented on the professionalism, presentation, and effectiveness of the boards in getting our point across.

As always, it’s a pleasure working with your firm.



— Scott D. Levine
Banowsky & Levine
Dallas, Texas

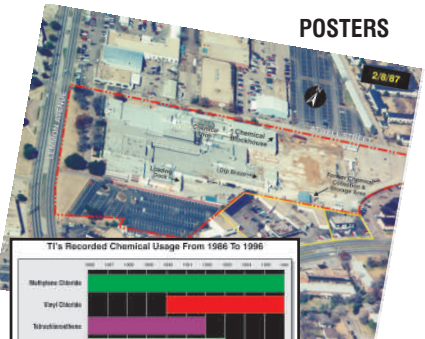
Litigation GraphicsSM

2909 COLE AVENUE • SUITE 100 • DALLAS, TEXAS 75204-1304
(214) 951-0032 • www.litigraph.com

Visual Presentation Strategy • Consultation & Design
Serving the Legal Community Since 1988
MEMBER: Demonstrative Evidence Specialists Association

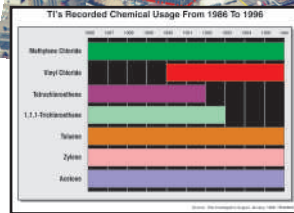
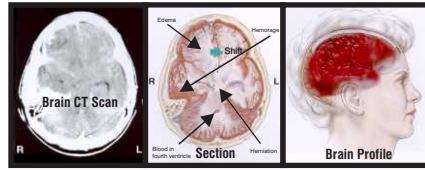
Question: Which Courtroom Visuals Win More Trials?

POWERPOINT
POSTERS




MAPS
PHOTOS
CHARTS

TIMELINES





TECHNICAL ILLUSTRATIONS



3-D ANIMATIONS

VIDEOS



3-D MODELS

Answer:

All of them. A pre-trial visual strategy consulting session at Litigation Graphics can help you determine which techniques will be most effective for your case.

“Think it Overs”

“When it isn’t appropriate to tell your clients what to do, begin instead by telling them what to think about. It really amounts to the same thing.”

— Ian Moore

“A professional is one who does his best work when he feels the least like it.

— Frank Lloyd Wright

“A company is only as good as the people it keeps.”

— Mary Kay Ash

“Succeeding in adversity makes success all the sweeter. At the end of the day, it’s not how far you fall but how high you bounce.”

— Shiela Wellington

Win Your Case With Graphics

For a complimentary copy of our CD-Rom, “The

Attorney’s Graphic Exhibits and Animation

Sampler” just call:

(214) 951-0032 or

e-mail to

info@litigraph.com



Guiliani’s Book Reveals His Leadership Style

It’s no surprise that a significant part of Rudolph W. Guiliani’s book is devoted to the events surrounding September 11. His reflections on the attacks are genuinely moving. But there’s much more than that involved.

In his new book, *Leadership*, Guiliani tells how and why he has done the things he has done. That begins with a school story, and goes on to how he reduced the city’s crime rate through a process known as CompStat. (CompStat is now used in a number of other cities.)

It was not his leadership on September 11 that made Guiliani a sought-after writer. Nine months before the terror attacks he drew a huge advance for this book.

Even Guiliani’s critics admit he has a knack for getting things done and in this book, Guiliani tells what it takes. He gives his own prescription for success and cites the thinking of other leaders, including Winston Churchill, Ronald Reagan, and President George W. Bush.



Guiliani also reveals how he met personal challenges including being treated for prostate cancer.

The former mayor isn’t shy about writing about people he dislikes, including certain CEOs, and lots of politicians such as Bill Clinton and former New York mayors

David Dinkins and Ed Koch. And he is venomous toward such targets as Osama bin Laden and Palestinian Authority Chairman Yasser Arafat.

The author devotes more pages to people he does like, including Ronald Reagan, and the late Fire Department Chief Raymond Downey. The real key to his success, says Guiliani, has been working for, and surrounding himself, with great people.

This book is a good representation of Guiliani and his passion for New York City.

Leadership by Rudolph W. Guiliani with Ken Kurson. Talk Miramax Books, 407 pages, \$24.95.

ADDRESS SERVICE REQUESTED

2909 COLE AVENUE • SUITE 100 • DALLAS, TEXAS 75204-1304



A newsletter published by

THE EVIDENCE REPORT