

# Trial Tips from the Masters... a Tradition Unlike Any Other

2015 SDTLA Annual Seminar & SDTLPAC Golf Tourney

April 30-May 1, 2015

Grand Falls Resort

Larchwood, IA

## Agenda

### Thursday, April 30, 2015

- 9:00a.m. Registration and coffee/tea – Larchwood/Lester
- 9:30 am **SDTLA President's Welcome** – *Verne Goodsell, Rapid City*
- 9:35a.m. **Damages: How to Communicate with Jurors**  
*Gary Dordick, Beverly Hills, CA*
- 10:30 a.m. BREAK
- 10:45a.m. **Creating a Civil Practice from Criminal Defense Work**  
*Tom Dickson, North Dakota* - gas & oil topic
- 12 Noon Golfers & non-golfer adjourn to **Lunch at the course** – (included in registration)
- 1 pm **Shotgun Golf Tourney starts & Texas Hold'em poker for non-golfers**
- 6:00 pm **Networking Reception** – (included in tuition)  
Tourney awards
- 6:45 p.m. **Dinner** – Inwood/Grand Falls room – (included in registration)  
**2<sup>nd</sup> Annual Storytellers Contest** – Dordick, Dickson, Rowley, Rowley & Low

Heavy gaming to follow!

### Friday, May 1 – Larchwood/Lester

- 9:00 a.m. **Trial by Human**  
*Nick Rowley, Courtney Rowley & Joey Low*
- Nick and Courtney along with Joey Low, three veteran Trial Lawyers who have served as trial skills instructors throughout the country and also at Gerry Spence's Trial Lawyers College, will share the techniques they have learned which have helped lead them to many record setting jury verdicts. Nick and Courtney will speak on the methods written in Trial by Human and share their approach, which brings brutal honesty and humanity into the courtroom, emphasizing how to connect with your clients, witnesses and, very importantly, the judge and jury. They will also explain how to use this approach to build and present non-economic damages at trial.*
- 10:00 a.m. Break
- 10:15 a.m. Continued....
- Noon **Lunch on your own**
- 1pm continued....
- 1:30 pm **Mock Jury Selection with actual panel of citizens**
- 2pm BREAK
- 3pm **Adjourn**



**SEMINAR REGISTRATION FEES:** *(All registrations include the banquet dinner & roast)*

- \_\_\_ \$100.00 Sustaining members
- \_\_\_ \$175.00 members over 3 years in practice
- \_\_\_ \$150.00 members less than 3 years in practice
- \_\_\_ \$100.00 public attorneys
- \_\_\_ \$175.00 Minnesota, Iowa, Nebraska & North Dakota TLA members
- \_\_\_ \$ 50.00 Judges, Legal Support staff & USD Law School Students
- \_\_\_ \$100.00 Legal Support Staff non-member

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**ADDITIONAL FEES for Golf or Poker:** *(must pre-register)*

\_\_\_ \$100.00/per person...this registration includes the golf course lunch, green fees, cart or Hold'em buy-in AND a contribution to the SDTL Political Action Committee which makes contributions to any candidate for a state office who will support fair and equitable legislation to protect the rights of South Dakotans through the preservation of our justice system.

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**ACCOMODATIONS:**

Rooms can be reserved by calling the Grand Falls Resort at 877-511-4386 and ask for reservations in the SD Trial Lawyer Association block. **The block will be released March 30.** The SDTLA rate is \$99.95/night plus tax.

Please photocopy and use a separate registration form for each registrant. Return this form and the appropriate fees to: SDTLA Office, PO Box 1154, Pierre, SD 57501-1154. If you have questions, call (605) 224-9292.

Name \_\_\_\_\_ EMAIL: \_\_\_\_\_

REGISTER ON-LINE by sending an email message with the above information to [sdsla@mncomm.com](mailto:sdsla@mncomm.com). Please send your registration fee by mail to SDTLA, PO Box 1154, Pierre, SD 57501-1154.



The Law Offices of Gary A. Dordick is a small law firm specializing in civil litigation. Over the years, Mr. Dordick has focused on building his practice in order to maintain a high quality legal service.

The Law Offices of Gary A. Dordick only handles a very select number of cases at any one time. From the establishment of the law firm in 1987, Mr. Dordick has emphasized quality work and careful case selection. Every case accepted by the Law Offices of Gary A. Dordick is handled by Mr. Dordick personally.

In 2009, Mr. Dordick was given the Consumer Attorneys of California's Trial Lawyer of the Year award. At 45 years old, Mr. Dordick was recognized as the Consumer Attorneys of Los Angeles Trial Lawyer of the Year and the recipient of the O'Brien's Jury Verdict Evaluator Trial Lawyer of the Year. He was a nominee for the Consumer Attorney's Trial Lawyer of the Year an unprecedented nine times. Other achievements include: Daily Law Journal's Top 40 Lawyers in the State under 40; Los Angeles Magazine's, Super Lawyer 2003, 2004, 2005, 2006, 2007, 2009, 2010, 2011; Bernard Jefferson's Award of Excellence; Trial Master by the prestigious American Board of Trial Advocates Inns of Court; Who's Who Award of Best Lawyer in America; and, Million Dollar Advocate Award. Mr. Dordick received commendations from then Governor, Gray Davis, State Lieutenant Governor, Cruz Bustamante as well as commendation from numerous other State and U.S. Senators.

Gary A. Dordick has won hundreds of six, seven, and eight figure verdicts and settlements on behalf of his clients. Noteworthy verdicts and settlements include the \$55,151,509 Steward verdict, \$36,000,000 Robert verdict, \$15,000,000 verdict against General Motors, \$12,500,000, \$11,600,000 and \$6,500,000 settlements against the State of California, \$6,300,000 verdict against Simi Valley Unified School District, \$6,100,000 settlement against JB Hunt, \$5,500,000 settlement against L.A.C.M.T.A., \$5,632,408 verdict against Supershuttle Ontario, \$4,950,000, verdict against Anheuser-Bush, \$3,738,994 verdict against Oriental Trading Company, \$3,140,000 settlement against Mahboubian, \$3,060,782 verdict against Consolidated Freightways, \$2,750,000 against Doe defendant, \$2,444,550 verdict against Shasta Beverages, Inc.

Attorney Thomas A. Dickson has extensive experience in a variety of areas including criminal defense, plaintiff's personal injury and oil field personal injury.

Tom is first and foremost a trial lawyer. Tom has tried over 100 cases to jury verdict in courts throughout the state of North Dakota over the past 30 years. This extensive trial experience has made Dickson Law Office capable and comfortable in front of the jury box. Many of his criminal and civil cases are referred by friends and colleagues in the legal profession. He is honored to work side by side with these great lawyers.


Since 1992, Tom has been listed in The Best Lawyers in America. He has also been listed in Super Lawyers, and is no stranger to lecturing or being published in national magazines. Tom is a strong advocate for injured workers and people accused of crimes. He is a member or officer of the following organizations

Nicholas Rowley has earned a reputation as one of the country's finest trial lawyers. His record-setting verdicts are the result of the distinctive human approach he takes with his clients, witnesses, judges, and jurors.

In this passionate and deeply personal treatise, Rowley and coauthor Steven Halteman, a jury consultant and trial strategist, candidly share their Trial by Human method, an approach that brings brutal honesty and humanity into the courtroom.

In *Trial by Human*, Rowley and Halteman reveal the importance of stepping out of the conference room and into the homes and lives of your clients—to share a meal, hear their stories, and experience for yourself how they live and breathe. As the authors explain, you can't expect a jury to understand and feel your clients' injustice if you haven't taken the time to do so yourself.

With their trademark "brutal honesty," Rowley and Halteman share and dissect their methods through stories of their own trials. They explain what has worked, what hasn't, and the lessons they've learned along the way.



Many consider Nicholas C. Rowley to be the most accomplished trial lawyer of his generation. He has extensive courtroom experience representing victims of serious injuries and medical malpractice, especially those who have suffered traumatic brain injuries, spinal injuries, and chronic pain. In 2009 and 2010, the Consumer Attorneys Association of Los Angeles (CAALA) named Nick as a finalist for its prestigious “**Trial Lawyer of the Year**” award. Nick was also recognized by the Los Angeles Daily Journal for winning a “**Top Verdict of 2010**” for his \$31.6 million jury verdict for the victim of a traumatic brain injury. In 2012, Nick was a finalist for the “**Consumer Attorney of the Year**” award, given by CAOC (Consumer Attorneys of California). In 2009, the Consumer Attorneys of San Diego awarded Nick its “**Outstanding Trial Lawyer**” award. In 2013, Nick was honored with the organization’s top award – “**Outstanding Trial Lawyer of the Year**”.

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Courtney Rowley is a Trial Attorney, Trial Consultant, and Co-Counsel, with experience in both civil and criminal litigation.

She grew up in Oxnard, California, where her parents were and still are English and Special Education teachers in public schools. Through the stories of her parents' students she learned a great deal about inequity and injustice, which she believes is sadly endemic to the legal and social fabric of our fine country. The promise of our constitution, the principles of our nation, and the experience she has had with jurors – American citizens – all indicate that we can do better. Her belief that we can do better led her to become a trial attorney, where she is given the chance to fight injustice every day on behalf of her clients.

Courtney went to college at the University of Southern California and then to Loyola Law School in Los Angeles. When she graduated, she moved home to practice in Ventura County, CA, where she had the chance to work closely with a family friend and lifelong mentor. In that time, she worked frequently with Spanish speaking clients and in criminal courts, deepening her passion for fighting injustice and her skills at trial. She is currently based in Pasadena, California. She practices with close friends, trusted and gifted lawyers, some of whom are among the most respected attorneys in this nation. She is a member of the California State Bar and the Wyoming State Bar. She is also a member of CAALA and a graduate of and teacher at Trial Lawyers' College.

Joseph H. Low has dedicated his life to fighting for our rights as citizens against the oppression of insurance companies, corporations, city, state and federal governments and public organizations such as the police, sheriff and city hall.

His dedication to this mission began as an U.S. Marine where he fought for our rights all over the globe. Mr. Low went on to graduate with a Masters of Science degree in biochemistry from one of the nation's top universities where he conducted research in the fight against cancer.

Mr. Low has received several national awards for his excellence in the courtroom including the American Board of Trial Attorneys and Order of the Barristers. In addition Mr. Low received the Lewis F. Powell, Jr. Medallion for Excellence in Trial Advocacy from the American College of Trial Lawyers. He is a member of the prestigious Association of Trial Lawyers of America, American Civil Liberties Union, and the National Association of Criminal Defense Lawyers. He was recently named one of the Strathmore's "Who's Who" as well as one of the National Registrar's "Who's Who".

Mr. Low is a graduate of Gerry Spence's Trial Lawyers College, which is considered the most prestigious and selective trial advocacy college in America. To date, Gerry Spence has graduated just over 300 students. Since Mr. Low's graduation he has been asked to remain with the college as an instructor and can be found teaching Mr. Spence's techniques all over the country.