
MARK R. KOSIERADZKI

KOSIERADZKI • SMITH LAW FIRM, LLC



3675 PLYMOUTH BOULEVARD, SUITE 105
PLYMOUTH, MINNESOTA 55446

mark@KosLawFirm.com

www.KosLawFirm.com

PHONE: (763) 746-7800

TOLL FREE: (888) 545 7640

FAX: (763) 746-7801

CURRICULUM VITAE

EDUCATION

Drake University Law School
Des Moines, Iowa
Juris Doctorate, 1979

Iowa State University
Ames, Iowa
B.S., 1975

EMPLOYMENT

Kosieradzki Smith Law Firm, LLC; President
3675 Plymouth Blvd., Suite 105
Plymouth, MN 55446

Kosieradzki Law Firm; Principal
3675 Plymouth Blvd., Suite 105
Plymouth, MN 55446

Sieben, Grose, Von Holtum, McCoy & Carey, Ltd.; Shareholder
Minneapolis, Minnesota 55402
1980 to 1996

Judicial Law Clerk
Honorable Urban J. Steimann
Third Judicial District of Minnesota
1979 - 1980

Judicial Intern
Honorable Miles W. Lord
United States District Court Judge
1978

SPECIALTY CERTIFICATIONS

Civil Trial Advocate, National Board of Trial Advocacy, 1988

Civil Trial Specialist, Certified by the Minnesota Bar Association, 1989

Diplomat of Trial Advocacy, National College of Advocacy, 1999

PROFESSIONAL ASSOCIATIONS

Academy of Certified Trial Lawyers of Minnesota

Academy of Certified Trial Lawyers of Wisconsin

AAJ Nursing Home Litigation Group 1999 - 2006
Executive Board (Chair) 2003 - 2004
Executive Board 2002 - 2004

National College of Advocacy - Diplomat

Minnesota Association for Justice formerly known as the Minnesota Trial Lawyers Association

Officer: President 1994-95
President Elect 1993-94
Vice President 1992-93
Secretary 1991-92
Treasurer 1990-91

Board of Governors 1988 - 2002
Finance Committee 1989 - 1990
Education Committee 1988 - 1994
Executive Committee 1989 - 2002
Amicus Committee 1988-1990, 1993 -1994
Public Interest Committee (Co-Chair) 1994 -1995
Long-Range Planning Committee 1988, 1990, 1993
Legislative Committee (co-chair) 1990 - 1991
Elder Law Litigation Committee 1999 - Present

American Association for Justice
(formerly known as The Association of Trial Lawyers of America)

Sustaining Member

Board of Governors, 1995 - 2000
Faculty - National College of Advocacy, 1989 - Present
Public Education Committee, Chair 1995 - 1998
Regional Director - Student Trial Advocacy Competition, 1993
Student Trial Advocacy Competition Committee, 1993, 1995
Law Student Services Committee, 1994 - 1995
Law Student Mentor, 1992 - 1994
Paralegal Advisory Task Force, Chair 1994 - 1995
President's Counsel 1994 - 1995
Trial Magazine, Peer Review
Curriculum Development Committee 1999 - Present
Trial Lawyers for Public Justice 1999 - Present
AAJ Press Advisory Board 2002 - Present
AAJ Exchange Advisory Board 2005 - Present

Lawdragon 3000 Leading Plaintiffs' Lawyers in American 2006 - present

Academy of Catastrophic Injury Attorneys 2004 - 2006

The Tort Think Tank 2004

Minnesota Bar Association

Civil Trial Specialty Certification Council 1989 - 1990
Certification Review Panel 2002

American Bar Association

Hennepin County Bar Association

Ethics Committee 1988 - 1989

American Board of Trial Advocates (ABOTA)

President 2003-2004
President - Elect 2002-2003
Treasurer 2001-2002

Aletheia Institute - Board of Regents

NCA Board of Trustees
August 1, 2007 - July 31, 2010

PROFESSIONAL RECOGNITION

Best Lawyers in America 2007 - Present
Million Dollar Advocates Forum
Minnesota Law & Politics, Minnesota's Top 100 Attorneys
Martindale Hubbell Law Directory -- AV Rating
Leading American Attorneys
Consumer Guide to Leading Attorneys in Minnesota
Minnesota Law & Politics, Super Lawyer for 1991, 1992, 1993, 1994, 1995, 1996, 1997
1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009
Who's Who International
1996 Law & Politics, Tort King
First Court, Inc., Designated Trial Judge
Who's Who in American Law
National Registry of Who's Who; Life Member #98984
Mpls-St. Paul Magazine "Top Lawyers", August 1998, 1999, 2000, 2001, 2002, 2003, 2004,
2005, 2006, 2007, 2008
Minnesota Law & Politics, Minnesota's Top Personal Injury Attorneys, 2001, 2002, 2003,
2004, 2005, 2006, 2007, 2008

BAR ADMISSIONS

Iowa, 1979

U.S. District Court,
Northern District of Iowa, 1979

U.S. District Court,
Southern District of Iowa, 1979

Eighth Circuit Court, 1979

Minnesota, 1980

U.S. District Court
District of Minnesota, May 15, 1980

U.S. District Court
Western District of Wisconsin, 1989

Wisconsin, 1988

PUBLICATIONS

"Discovery of Prelitigation Insurance Investigations," Vo. 10, No. 3, *Minnesota Trial lawyer*
(1985)

"Construction Site Accidents," *Minnesota Cause of Action Manual*, 2nd Ed. (1990)

"Challenging the Fallacies Behind Defendant's Annuity Witness' Testimony," Vol. 16, No. 2, *Minnesota Trial Lawyer* (1991)

"Evidence for Litigators," Association of Trial Lawyers of America, *Trial Practice Manual* (1992)

"Examining the Adverse Examiner," Vol. 1, No. 2, Association of Trial Lawyers of America, *From Classroom to Courtroom* (Spring 1992)

"Examining the Adverse Examiner: Preparation and Strategy for Cross-Examination of Medical Expert," Vol. 17, No. 2, *Minnesota Trial Lawyer* (1992)

"Working with Experts," Vol. 2, No. 2, Association of Trial Lawyers of America, *Paralegal Source* (Winter 1993)

"Guidelines and Strategies for Cross-Examining Orthopedic Experts," *Orthopedic Disability and Expert Testimony*, 4th Edition, Wiley Law Publications (1993)

"Loss of Earnings Claims for Facial Disfigurement," Vol. 29, No. 8, *Trial* (August 1993)

"High-Ground Advertising, The Know Your Rights Attorneys," *National Trial Lawyer* (September 1993) reprinted in *Michigan Lawyers Weekly* (August 29, 1994)

"Discovery of Computerized Data," Vol. 9, No. 10, The Bureau of National Affairs, Inc., *Toxics Law* (August 1994)

"Discovery of Computerized Data," Vol. 22, No. 31, The Bureau of National Affairs, Inc., *Product Safety & Liability Reporter* (August 1994)

"Cross Examining the Accident Reconstructionist," Vol. 31, No. 4, *Trial* (April 1995)

"Civil Justice: It's Not Broke," Vol. L11, No. 111, *Bench & Bar* (March 1995)

"Cross-Examine with Purpose: Create an Impression," *Minnesota Lawyer*, Trial Techniques Special Section (March, 2000)

"A Critical Analysis of the Restatement (Third) of Torts: Products Liability," Vol. 21:2 *William Mitchell Law Review* (1995)

"Litigating Spinal Cord Injuries: Law, Medicine & Economics," Wiley Law Publications (November 1995)

"Litigating Spinal Cord Injuries: Law, Medicine & Economics," 1997 Supplement, Wiley Law Publications (1997)

"Cross-Examining the Accident Reconstructionist," *First Contact*, Illinois Association of Traffic Accident Investigators newsletter, Volume 3, Issue 3 (Winter 1997)

"Mild to Moderate Brain Injury--Proving the Invisible," by Mark R. Kosieradzki and Matthew E. Engelking, *Trial Diplomacy Journal*, Wiley Law Publications.

"Litigating Spinal Cord Injuries: Law, Medicine & Economics," 1998 Supplement, Wiley Law Publications (1998)

"Mild to Moderate Brain Injury--Proving the Invisible," by Mark R. Kosieradzki and Matthew E. Engelking, *MTLA*, (Fall 1998)

"Dog Owners are Liable for Injuries Dogs Cause," by Mark R. Kosieradzki, Broker News, (January/February 1999) Minnesota

"Cross-Examination with Purpose / Creating an Impression," *Finance & Commerce*, Vol 3, No. 39 (October 4, 1999)

"Abuse of the Fifth Amendment Privilege in Civil Litigation," by Mark R. Kosieradzki and Daniel Driscoll, *Trial* (December 2000)

"Selecting A Jury in the Age of Juror Bias," *Trial Magazine*, Vol. 37, No. 10 (October 2001)

"Calculating Med-Mal Limitations Post-'Gorman'", *Minnesota Lawyer* (July 8, 2002)

"Calculating the Medical Malpractice Statute of Limitations," *MTLA* (Fall 2002)

"Affidavits of Experts in Nursing Home Litigation," *Minnesota Lawyer* (October 28, 2002)

"Working with Experts", Paralegal Source (Winter 1993)

"Nursing Home Litigation", *Tort Litigation*, Association of Trial Lawyers of America/West Group, *Tort Litigation* (2003).

"Essay on Negotiation," *Trial Magazine* (June 2003)

"It's All in the Documents," *Trial Magazine* (July 2005)

"Deposition Notebook," West Publishing (July 2005)

"Deposition Misconduct Warrants Attorney Sanction," *Minnesota Lawyer* (March 26, 2007)

"Exhaust the Witness's Knowledge" tip from "Depositions for Dummies - New Techniques Making it Simple", taken from AAJ's Winter Convention, Good Counsel Column, *Trial*, (April 2007)

"Keep Discovery Civil - When Opposing Counsel Obstructs or Deflects Your Access to Evidence, Look to the Rules and Long-Settled Case Law for Relief. Both are on Your Side", *Trial Magazine* (June 2008)

Editorial: "Avoid Common Pitfalls in Deposition", *Trial Magazine* (February 2009)

PROFESSIONAL PRESENTATIONS

"Economic Testimony in Personal Injury Actions," Minnesota State Bar Annual Convention, June 1984.

"Deposing Defendants' Experts," MILE, January, 1986.

"How to Win Those Tricky Slip and Fall Cases," MTLA, May, 1988.

"Settlements 1988 -- How to Get the Most Benefit for Your Client," Course Co-Chairman, MTLA, May, 1988.

"Governmental Interest in Plaintiff's Recoveries," MTLA, May, 1988.

"VoiR Dire From Plaintiff Lawyer's Perspective," MILE, October, 1988.

"My Most Dramatic Economic Decision - Working With a Legal Assistant," MTLA, October, 1988.

"Resolution of No-Fault Benefits and No-Fault Arbitration -- A Plaintiff's Perspective," MDLA/MTLA, October, 1988.

"The Art of Cross Examination," ATLA/University of Minnesota Law School, November, 1988.

"How to Evaluate Scars and Disfiguring Injuries," MSBA, February, 1989.

"The Overlooked Objection," Course Chairman MTLA, March, 1989.

"Medical Records: Admissibility and Limitations of Medical Documents on Direct and Cross Examination," MTLA, March, 1989.

"Lambertson's Aftermath - General Relationships Among the Parties: Injured Employee, Employer, Third Party Tort-Feasor and Workers' Compensation Subrogation/Indemnity Interest," MILE, July, 1989.

"Direct Examination of Expert Witnesses MTLA," November 8, 1989.

"Cross Examination of Adverse Medical Examiner," MTLA, November 22, 1989.

"The Overlooked Objection II," Course Chairman MTLA, December 8, 1989.

"Medical Records: Admissibility and Limitations of Medical Documents on Direct and Cross Examination," MTLA, December 8, 1989.

"Law Office Technology," MTLA Mid-Winter Convention, February 23, 1990.

"Proving Damages in Permanent Disfigurement Cases - Innovative Techniques," MTLA, May 25, 1990.

"Breaking Barriers in Wrongful Death of Children Cases," MTLA Annual Convention, August 16, 1990.

"Introduction of Evidence," ATLA/NCA, Princeton, NJ, October 22, 1990.

"Technology and the Use of Demonstrative Evidence," ATLA/NCA, Minneapolis, MN, October 28, 1990.

"Defendant's Annuity Witness: Challenging the Fallacies Behind These Experts," Maryland Trial Lawyers Midwinter Convention, Maui, HI, January 17, 1991.

Johnson v. Urie: "Insurance Agent Liability," MTLA, February 22, 1991.

"Discovery Techniques: Adverse Expert; Rules of Evidence: Expert Witnesses," National Business Institute, Co-Chair, Minneapolis, MN, April 26, 1991.

"Discovery: An Analysis of Recurring Problems," MTLA, Co-Chair, May 3, 1991.

"Access to Pre-Litigation Insurance Investigation Reports," MTLA, May 3, 1991.

"Examining the Independent Examiner: Preparation and Technique of Medical Cross Examination," North Dakota Trial Lawyers Annual Meeting, Fargo, ND, May 17, 1991.

"Who's Afraid of the Independent Medical Expert? Handling Complex Medical Issues: Liability, Causation, Damages," ATLA/NCA, Tucson, AZ, May 24-25, 1991.

"Comparing The Product: Industry Standards, Government Regulations, Custom and Practice, State of the Art," MILE, July 30, 1991.

"Evidence For Litigators: Common Problems At Trial," ATLA/NCA, Masters Advocacy Program, San Francisco, CA, August 2-7, 1991.

"The Overlooked Objection III," Course Chairman, MTLA, December 13, 1991.

"Jury Selection: Overcoming Prejudices Towards the New Attorney," ATLA/NCA Midwinter Convention, Boca Raton, FL, January 12, 1992.

"How to Recognize Bad Faith: Dealing with Insurance Companies," ATLA/NCA Midwinter Convention, Boca Raton, FL, January 13, 1992.

"Damage Analysis," University of Minnesota Law School, March 10, 1992.

"When the Employee Sues the Third Party - How Do You Coordinate the Workers' Compensation and Personal Injury Settlements?" Minnesota State Bar Association, CLE, March 14, 1992.

"Slip and Fall Cases: Evaluating and Proving Your Case," MTLA, March 18, 1992.

"Presentation of Toxicological Evidence," Liquor Liability 1992, MILE, April 3, 1992.

"Costly vs. Cost Conscious Trial Exhibits," ATLA-New Jersey, Boardwalk Convention, Atlantic City, NJ, April 10, 1992.

"Defendant's Annuity Witness: Challenging the Fallacies Behind These Experts," South Dakota Trial Lawyers Association Spring Conference, Sioux Falls, South Dakota, May 1, 1992.

"Voir Dire: Making Your Point With The Right People," MTLA, May 8, 1992.

"Voir Dire: UM/UIM Direct Action Litigation," MILE, July 15, 1992.

"Communication With The Jury," ATLA Annual Convention. Washington D.C., July 26-30, 1992.

"Opening Statements: Difficult Liability/Catastrophic Injury," Nebraska Association of Trial Lawyers, ATLA All-Star Seminar, Lincoln, NE, October 30, 1992.

"Working with Experts: How to Make Them Part of the Litigation Team," ATLA/NCA, The Catastrophic Injury, Atlanta, GA, November 12-13, 1992.

"Closed Head Injuries: Essential Medical, Neuropsychological, and Legal Proof," ATLA/NCA, Scottsdale, AZ, February 12-13, 1993.

"New Issues in the Law for Paralegals: Preparing Multi-Media Settlement Conferences, ATLA/NCA, Scottsdale, AZ, February 12-13, 1993.

"*Naigs* and Reverse *Naigs*: How they Effect Remaining Litigation," MILE, February 25, 1993.

"The Nuts, Bolts and Technique of Voir Dire," MTLA, March 17, 1993.

"Social Science and Evidentiary Issues," ACTLM/MTLA Mid-Winter CLE, Cabo San Lucas, Mexico, March 20-27, 1993.

"Facial Disfigurement: Social Frameworks Testimony to Prove a Future Loss of Earnings Claim," ACTLM/MTLA Mid-Winter CLE, Cabo San Lucas, Mexico, March 20-27, 1993.

"Facial Disfigurements: The Overlooked Basis for Loss of Earning Capacity Claims," ATLA Annual New Orleans JazzFest, New Orleans, LA, April 29 - May 1, 1993.

"Liability, Causation and Damages," ATLA Annual New Orleans JazzFest, New Orleans, LA, April 29 - May 1, 1993.

"Discovery: An Analysis and Update of Recurring Problems," MTLA, Access to Pre-Litigation Insurance Investigation Reports and Statements, Minneapolis, MN, May 7, 1993.

"An Independent Examination of Independent Medical Examiners," MTLA, Minneapolis, MN, May 12, 1993.

"Product Liability: Analysis of the Law with Practical Pointers," MTLA/CLE, Comparing the Product: Industry Standards, Government Regulations, Custom and Practice & State of the Art, Minneapolis, MN, May 14, 1993.

"Evidence for Litigators: Common Problems at Trial," NCA Essentials College, June 13-18, 1993.

"Making More Effective Opening Statements in Products Cases. Opening Statement: Taking the Lead at the Starting Gate," MILE, July 28, 1993.

"Facial Disfigurement: Social Frameworks Testimony to Prove a Future Loss of Earnings Claim," ATLA Annual Convention, San Francisco, CA, August 1-5, 1993.

"Loss of Earning Capacity as a Result of Facial Disfigurement, Emotional Distress Claims Seminar," MTLA, September 17, 1993.

"Rules and Tools: Advanced Litigation Techniques for Paralegals. Working With the Key Players: Expert Witnesses," ATLA, Atlanta, GA, November 12, 1993.

"Products Liability Seminar, Cost Effective Investigation of Products Liability Claims," MILE, December 8, 1993.

"From Classroom to Courtroom: Trial Techniques for the New Lawyer," 1994 Pre-Convention Seminar - Law Student Seminar, ATLA, San Diego, CA, January 8, 1994.

"Choosing Your Jury: Helpful Hints in Voir Dire," ATLA, San Diego, CA, January 8, 1994.

Panel Discussion: "High Impact Resume and Impressive Interview Techniques," From Classroom to Courtroom: Trial Techniques for the New Lawyer. 1994 Pre-Convention Seminar - Law Student Seminar. ATLA, San Diego, CA, January 8, 1994.

"Technology for the Legal Assistant, Electronic Communications: LANs, Networking, Bulletin Boards, E-mail," 1994 Pre-Convention Seminar - Paralegal Program, ATLA, San Diego, CA January 8, 1994.

"The No-Fault Act and No-Fault Arbitrations; No-Fault Benefits: The Usual and the Unusual," MTLA, February 4, 1994.

"Facial Disfigurement: Social Frameworks Testimony to Prove Loss of Earning Capacity," William Mitchell College of Law, Advanced Torts Section, March 23, 1994.

"Lambertson and Its Progeny," MILE, Minneapolis, MN, April 13, 1994.

"Facial Disfigurement: Loss of Earning Capacity," South Dakota Trial Lawyers Association Spring Seminar, Sioux Falls, SD, April 21-22, 1994.

"Crashworthiness and Other Products Liability Issues in Vehicle Litigation. Who, When, and How: Securing the Evidence You Need," ATLA Annual New Orleans JazzFest Seminar, New Orleans, LA, April 28-30, 1994.

"The Overlooked Objection IV," Course Chairman, MTLA, June 17, 1994.

"Minnesota Automobile Insurance Law: Lessons From the Experts. 'Is There a Future for Automobile Insurance and Those Who Practice it After Healthcare Reform?'" MTLA/MDLA Education Alliance, October 28, 1994.

"Secrets of the Trade: What You Need to Convince the Adjuster," Course Chairman, MTLA, November 18, 1994.

"The Minnesota Trial Lawyers Association as a Resource," MTLA, November 22, 1994.

"Building Damages," MTLA, Co-Chairman, March 10, 1995.

"How to Use Job Specifications in AIA Contracts to Nail Down Liability Contractors" or "Sticking the Contractor with His Contract," New Jersey ATLA --Boardwalk Seminar Top 10 in America, Atlantic City, NJ, March 18, 1995.

"Winning Demonstrative Exhibits," ATLA -- Boardwalk Seminar; Top 10 in America Atlantic City, NJ, March 18, 1995.

"Cross-Examination of the Defendant's Accident Reconstructionist," 1995 ATLA Annual Convention, New York, NY, July 16, 1995.

"Disarming the Rambo Litigator," 1995 ATLA Annual Convention, New York, NY, July 16, 1995.

"The Fundamentals of Third-Party Practice," MSBA Seminar, Minneapolis, MN, September 20, 1995.

"The Corporate Adversary: Where Does 'Privilege' Stop and Abusive Hiding of Evidence Begin?" MTLA/NDTLA - Ethics and the Advocate Seminar, Fargo, ND, February 23, 1996.

"Litigating Auto Collision Cases: Selecting a Jury in Collision Cases in the Age of Legal Reform," ATLA Annual New Orleans JazzFest Seminar. New Orleans, LA, May 2-4, 1996.

"Selecting a Jury in Collision Cases in the Age of Legal Reform," NCA Essentials College, Houston, TX, May 18-23, 1996.

"Evidence for Litigators: Common Problems at Trial," NCA Essentials College, Houston, Texas, May 18-23, 1996.

"Human Anatomy - 'Applying Your Knowledge of Spine Anatomy to Automobile and Crush Injury Cases,'" MILE, Minneapolis, MN, June 19, 1996.

"Preparing & Developing Settlement Presentations," ATLA Annual Convention, Boston, MA, July 27 - August 1, 1996.

"The Ethics of Adversary Attorneys Using Ethics Complaints to Petrify Opposing Counsel," MTLA 14th Annual Convention, Alexandria, MN, August 22-25, 1996.

"The Jury Process," Law and Politics Seminar, Trial Skills Series, Minneapolis, MN, September 16, 1996.

"The Psychology of Voir Dire in Neck/Back and Connecting Tissue Injuries," ATLA Workhorse Seminar, Atlanta, GA, September 20, 1996.

"Spinal Cord Injuries: Law, Medicine & Economics," Chairman and Faculty Professional Education Systems, Inc., Dallas, TX, October 11-12, 1996.

"The Defense Annuity Expert: Analysis, Strategy and Cross-Examination," Professional Education Systems, Inc., Dallas, TX, October 12, 1996.

"No Fault Arbitration: 'Handling the Auto Accident Case,'" MTLA, Minneapolis, MN, December 13, 1996.

"Deposing the Adverse Orthopedist in the Soft Tissue Injury Case," ATLA Winter Convention, Boca Raton, FL, January 20, 1997.

"Mild Brain Injuries - Proving the Invisible," ATLA Winter Convention, Boca Raton, FL, January 20, 1997.

"Construction Sites Liability," Premises Liability Conference, MILE, April 10, 1997.

"How to Conduct your First Voir Dire," National College of Advocacy--Law Student Program, ATLA Annual Convention, San Diego, CA, July 19, 1997.

"Cross Examination of the Plaintiff," Trial Advocacy Track, ATLA Annual Convention, San Diego, CA July 20, 1997.

"Mild to Moderate Brain Injury; Proving the Invisible," Motor Vehicle Section, ATLA Annual Convention, San Diego, CA, July 20, 1997.

"Lambertson" Industrial Accident Seminar, MILE, Minneapolis, MN, October 7, 1997.

"The First Opening: Voir Dire," National College of Advocacy, Essentials of Civil Litigation, October 18, 1997.

"Automated Case Management--Trial Organization," National College of Advocacy, Essentials of Civil Litigation, Duke University School of Law, Durham, NC, October 19, 1997.

"Statistical Analysis of Soft Tissue Verdicts," MTLA, Minneapolis, MN, January 22, 1998.

"Case Management," Minnesota State Bar Association, Minneapolis, MN, February 20, 1998.

"Low Speed Collisions: The Physics of Physical Injury," ATLA Boardwalk Seminar, Top 10 in America, Atlantic City, NJ, April 17, 1998.

"Rising Stars on Litigating Collision Cases," National College of Advocacy Annual NCA Seminar during JazzFest (Primary Course Advisor), April 30/May 2, 1998.

"Handling the Auto Case," MTLA, Minneapolis, MN, May 29, 1998.

"Premises Liability," MTLA, Minneapolis, MN, October 15, 1998.

"New Directions in Auto Collision Cases," ATLA, Nashville, TN, September 25/ 26, 1998.

"Construction Sites Liability," MILE, Minneapolis, MN, October 15, 1998.

"Facial Disfigurement/Earning Capacity," South Dakota Trial Lawyers Legal Assistants Association, Sioux Falls, SD October 16, 1998.

"Trial Skills Institute," MTLA, Minneapolis, MN, October 23, 1998.

"Cross-Examining the Defense Annuity Expert," MTLA, Minneapolis, MN, April 14, 1999.

"Workers Compensation & Social Security," Personal Injury Subrogation Update, Minneapolis, MN, June 15, 1999.

"Selecting a Jury in a Soft Tissue Injury Case," ATLA Annual Convention, National College of Advocacy, San Francisco, CA, July 18, 1999.

"Jury Debriefing - Communication Arts for Legal Professionals," MTLA, Minneapolis, MN, September 30, 1999.

"Construction Sites," MTLA, Minneapolis, MN, October 15, 1999.

"Direct Exam: Vocational Expert - Anatomy of a Personal Injury Trial," MTLA, Minneapolis, MN, December 3, 1999.

"Bridge the Gap: How to Build a Successful Practice," Minnesota CLE, Minneapolis, MN, December 9, 1999.

"Wrongful Death: Gathering The Evidence," MILE, Minneapolis, MN, February 9, 2000.

"Third Party Lambertson Contribution and Subrogation," MTLA, Minneapolis, MN, February 15, 2000.

"The Psychology of Auto Litigation: Deny With Jury Bias," National College of Advocacy, ATLA, Teleseminar, February 17, 2000.

"Taking the Driver's Seat Against Allstate, State Farm, and Others When You've Been 'Dolfed,'" National College of Advocacy, ATLA, Teleseminar, February 17, 2000.

"Products Liability," MILE, Minneapolis, MN, March 31, 2000.

"Personal Injury Lawsuits & Work-Related Injuries, *Lambertson* Update and Fundamentals," Minnesota Institute of Legal Education, Minneapolis, MN, April 5, 2000.

"Jury Selection - Auto Collision Cases," ATLA Annual NCA Seminar, JazzFest, New Orleans, LA, May 4-6, 2000.

"Defending Depositions - Deposition and Examination Techniques," 2000 ATLA Annual Convention, Chicago, IL, July 29-August 2, 2000.

"Defending Deposition - Deposition and Examination Techniques," South Dakota Trial Lawyers Association Fall Seminar, Spearfish, SD, September 14-15, 2000

"Opening Statements & Closing Arguments," co-chair, MTLA, April 6, 2001.

"Litigation Psychology: Understanding Jury Bias," MTLA, April 6, 2001.

"New Notes on Auto Collision Cases," NCA Annual Seminar, ATLA JazzFest (Program Chair) New Orleans, LA, May 3-5, 2001.

"Depositions: Dealing with Abusive Deposition Tactics," NCA Annual Seminar, ATLA JazzFest, New Orleans, LA, May 4, 2001.

"Pre-Litigation Investigation," NCA Annual Seminar, ATLA Jazz Fest, New Orleans, May 4, 2001.

"Litigation Psychology: Understanding Jury Bias," North Dakota Trial Lawyers Association, May 10, 2001.

"Zen and the Art of Medical Cross Examination," North Dakota Trial Lawyers Association, May 10, 2001.

"Masters in Trial," MTLA/ABOTA Trial Demonstration From Opening Statements to Jury Deliberations, Minneapolis, MN, May 24, 2001

"Investigating Nursing Home Cases," ATLA Annual Convention, Montreal, Canada, July 15, 2001.

"Ethical Considerations in a Nursing Home Case," ATLA/NCA, Litigating Nursing Home Cases, Phoenix, AZ, October 5, 2001.

"The First Opening: Persuasion in Voir Dire," Ethics for Lawyers, NCA, Trial Advocacy College: Essentials in Litigation, South Texas College of Law, October 6/11, 2001.

"Zeal Within the Rules," Ethics for Lawyers, NCA, Trial Advocacy College: Essentials in Litigation, South Texas College of Law, October 6/11, 2001.

"Selecting a Jury in the Age of Jury Bias," Wisconsin Academy of Trial Lawyers, November 29/30, 2001.

"Ethics in Nursing Home Litigation," 3rd Annual Elder Law Seminar, MTLA, February 22, 2002.

"Direct Examination of the Vocational Expert," MTLA, March 22, 2002.

"Personal Injury Lawsuits & Work Related Injuries," MILE, April 23, 2002.

"Voir Dire Seminar," MTLA, May 10, 2002.

"Long-Term Care - Identifying the Risks," ProSource, Insurance Continuing Education, September 11, 2002.

"Premises Liability in Nursing Homes and Health Care Facilities," MILE, November 13, 2002.

"Nursing Home Malpractice in Minnesota: Successful Case Management From Investigation to Trial," National Business Institute, November 22, 2002.

"Holding Nursing Homes Accountable," Office of the Ombudsman for Older Minnesotans, January 30, 2003.

"Ethical Considerations in Nursing Home Cases," ATLA Litigating Nursing Home Cases, March 22, 2003, Houston, TX.

"Why Jurors Reject Expert Testimony," North Dakota Trial Lawyers Association, May 8, 2003.

"Litigating Nursing Home Cases Against Beverly," ATLA Tele-seminar, May 29, 2003.

"Nursing homes: Identifying the Risks," ProSource, Insurance Continuing Education, July 10, 2003.

"Countering Obstruction of Document Production," ATLA Annual Convention, San Francisco, CA, July 19, 2003.

"Why Jurors Reject Expert Testimony," ATLA Annual Convention, San Francisco, CA, July 20, 2003.

"Why Jurors Reject Expert Testimony," Kansas Trial Lawyers Association, Kansas City, MO, December 4, 2003.

"Strategic Use of Rule 30(B)(6)," NCA/ATLA, Depositions College, New Orleans, LA, January 15-19, 2004.

"Applying Deposition Technology," NCA/ATLA, Depositions College, New Orleans, LA, January 15-19, 2004.

"Handling Difficult Depositions in Step with the Rules of Professional Conduct," NCA/ATLA, Depositions College, New Orleans, LA, January 15-19, 2004.

"Why Jurors Reject Expert Testimony," MTLA, One Stop Shopping--A Seminar to Meet All of Your Expert Needs, January 22, 2004.

"When Long-term Care is Cut Short - The Ethics of Advocating for the Elderly," Track II: Practicing in the Embattled Age, ATLA Winter Convention, Orlando, FL, February 14-17, 2004.

"Creative Document Review," Litigating Nursing Home Cases, ATLA/NCA, Fort Lauderdale, FL, March 19-20, 2004.

"Discovery in Nursing Home Cases," ATLA Nursing Home Litigation Teleseminar, June 8, 2004.

"Strategic Use of Rule 30(B)(6)," Tennessee Trial Lawyers Association Annual Meeting, Nashville, TN, June 17-18, 2004.

"Powerpoint at Trial," ATLA Annual Convention, Boston, MA, July 5, 2004.

"Nursing Home Cases: Themes that Drive the Lawsuit," ATLA Annual Convention, Boston, MA, July 6, 2004.

"It's all in the Documents: Strategic use of Rules 30(b)(5), 30(b)(6) and 34," Trial Advocacy Track, Colorado Trial Lawyers, Steamboat Springs, CO, August 11-15, 2004.

"Brain Injury in Nursing Home Cases," North American Brain Injury Society, Beaver Creek, CO, September 21, 2004.

"Developing and Executing a Deposition Plan," ATLA Essentials College, University of North Carolina, Chapel Hill, October 14-17, 2004.

"Effective Design & Use of Demonstrative Exhibits," ATLA Essentials College, University of North Carolina, Chapel Hill, October 14-17, 2004.

"Nursing Home Cases - Themes that Drive the Lawsuits," Iowa Trial Lawyers Association, November 5, 2004.

"Deposing the Expert," New Jersey Institute for Continuing Legal Education, New Brunswick, NJ November 23, 2004.

"Dealing with Abusive Deposition Adversaries," "Strategic Use of Rule 30(b)(6), 30(b)(5) and Rule 34," "Litigation Ethics," "It's all in the Documents: Strategic use of Rules 30(b)(5), 30(b)(6) and 34," North Dakota Bar Association Annual Meeting, Fargo, ND, December 10, 2004.

Chairperson - ATLA Nursing Home Litigation Group Teleseminar, ATLA Exchange Document Library, December 14, 2004.

"Top Ten Regulations to Know About," Nursing Home Regulations Teleseminar, December 16, 2004.

"Record Depositions and Rule 30(b)(6)," ATLA, New Orleans, Deposition College January 13, 2005 through January 18, 2005.

"Dealing with the Difficult Situation and Attorney (ethics)," ATLA, New Orleans, Deposition College January 13, 2005 through January 18, 2005.

"It's All in the Documents - Strategic Use of Rules 30(b)5, 6, 34," ATLA Winter Convention, January 29 - February 2, 2005, Palm Springs, CA.

"Why Jurors Reject Expert Testimony," February 17, 2005, Minnetonka, MN.

"Common Themes in Nursing Homes Cases," ATLA, Ft. Lauderdale, Florida, March 18 - 19, 2005.

"Causation and Damages," Minnesota Trial Lawyers Association, March 31, 2005, Minneapolis, MN.

"Personal Injury - Turning Juries On - From Vior Dire to Verdict," Boardwalk Seminar 2005, Atlantic City, NJ, April 21 - 22, 2005.

"It's all in the Documents - Strategic Use of Rules 30(b)5, 6, 34," Boardwalk Seminar 2005, Atlantic City, NJ, April 21 - 22, 2005.

"It's All in the Documents," Maryland Trial Lawyers Association Annual Convention, June 3, 2005, Baltimore, Maryland.

"Using Document Management Software," Tennessee Trial Lawyers Association, Knoxville, TN, June 16, 2005.

"Ethics: Dealing with the Difficult Situation and Obstructive Attorneys in Depositions," ATLA Annual Convention, Toronto, Ontario, July 23-27, 2005.

"Corporate Manipulation: How to Uncover the Nursing Home Assets," ATLA Nursing Home Litigation: Rising to New Challenges, Albuquerque, NM, September 30 - October 1, 2005.

"Why Jurors Reject Expert Testimony: A Solution," Consumer Attorneys of San Diego, CA, October 15, 2005.

"How to Get Documents and E-discovery Depositions," ATLA's Advanced Deposition College, Denver, CO, March 30 - April 2, 2006.

"Demonstration: Courtroom and Deposition Technology," ALTA's Advanced Deposition College, Denver, CO, March 30 - April 2, 2006.

"Uncovering Nursing Home Assets," ATLA's Teleseminar, April 11, 2006.

"It's All in the Documents: Strategic Use of Rules 30(b)(5), 30(b)(6) and 34," Arkansas Trial Lawyers Association, April 28, 2006.

"It's All in the Documents: Strategic Use of Rules 30(b)(5), 30(b)(6) and 34," Teleseminar, Arkansas Trial Lawyers Association, May 23, 2006.

"Who Are the Proper Defendants?" ATLA Nursing Home Litigation Group, ATLA Annual Convention, Seattle, WA, July 15 - 19, 2006.

"Tactics for a Successful Opening Statement in a Products Liability Case," ATLA Nursing Home Litigation Group, ALTA Annual Convention, Seattle, WA, July 15 - 19, 2006.

"It's all in the Documents: Strategic use of Rules 30(b)(5), 30(b)(6) and 34," Louisville, KY, September 7, 2006.

"Facility Employees," AAJ, Nursing Home Cases: Advanced Discovery Issues Teleseminar, September 19, 2006.

"Elder Law," University of St. Thomas Law School, November 16, 2006.

"Why Jurors Reject Expert Testimony: A Solution," South Carolina Trial Lawyers Association, Atlanta, GA, December 1, 2006.

"Dealing with the Rambo Litigator (ethics)," AAJ's Advanced Deposition College, Denver, CO, January 11 - 15, 2007.

"How to Get Documents and E-discovery Depositions," AAJ's Advanced Deposition College, Denver, CO, January 11 - 15, 2007.

"Depositions for Dummies—New Techniques Making it Simple," AAJ's Winter Convention, Miami Beach, FL, February 10 - 14, 2007.

"Themes that Drive Damages," MTLA, Minneapolis, MN, March 16, 2007.

"Strategic Use of Rules 30(b)5, 6, 34," ATLA-NJ, Boardwalk Seminar 2007, Atlantic City, NJ, April 26 - 27, 2007.

"Strategic Use of Rules 30(b)5, 6, 34," Virginia Trial Lawyers Association, Richmond, VA, May 1, 2007.

"Rights, Advocacy, Action!" ElderCare Rights Alliance, Seminar, May 8, 2007.

"Document Libraries" AAJ Teleseminar, May 15, 2007.

"Understanding and Using the Medicare and Medicaid Cost Reports to Prove your Client's Case," AAJ Advanced Nursing Home Litigation Seminar, Boston, MA, June 14 - 15, 2007.

"Cross-Examination of Lay and Expert Witnesses," AAJ Annual Convention, Chicago, IL, July 14 - July 18, 2007.

"Dealing with Discovery Abuse," Colorado Trial Lawyers, Steamboat Springs, CO, August 9 - 12, 2007.

"Using Prior Testimony and Depositions," AAJ Teleseminar, September 6, 2007.

"It's All in the Documents: Strategic Use of Rule 30(b)(6)," Michigan Trial lawyers, September 20, 2007.

"So This is Your First Deposition in a Nursing Home Case - Listen Carefully," Las Vegas Seminar, Las Vegas, NV, September 27 - September 29, 2007.

"It's All in the Documents: Strategic Use of Rule 30(b)(6)," Indiana Trial Lawyers, November 1, 2007.

"Cross Examination of Direct and Lay Witnesses," Web Seminar, November 8, 2007.

"Wrongful Death of the Vulnerable," Minnesota Association for Justice, Minneapolis, MN, March 12, 2008.

"Deposition Strategies", Iowa Trial Lawyers, May 9, 2008.

"Ethical Nursing Home Investigation," AAJ Trial Advocacy College: Litigating Nursing Home Cases, Ft. Lauderdale, FL, June 6 - June 10, 2008.

"Working with Cost Reports and Surveys," AAJ Trial Advocacy College: Litigating Nursing Home Cases, Ft. Lauderdale, FL, June 6 - June 10, 2008.

"Trial Notebook and Deposition Notebook," AAJ Annual Convention, Philadelphia, PA, July 12, 2008.

"Cost Containment: Using 30(b)(6) Depositions," Nursing Home Practitioner Seminar, Las Vegas, NV, September 18 - September 21, 2008.

"It's All in the Documents: 30(b)(6) and 30(b)(5) Depositions," Houston Trial Lawyers, Houston, Texas, November 13, 2008.

"It's All in the Documents: 30(b)(6) and 30(b)(5) Depositions," AAJ: Weekend with the Stars, New York, NY, December 13, 2008.

"30.02(5)(6) & 34.01 Notice of Deposition," Tennessee Medical Malpractice Litigation Group, Teleseminar, January 13, 2009.

"Depositions of Corporate Representatives: 30(b)(6) Deposition," AAJ: Advanced Depositions College, New Orleans, LA, January 16-19, 2009.

"Death Star Depositions: The 30(b)(5) Deposition," AAJ: Advanced Depositions College, New Orleans, LA, January 16-19, 2009.

"Motivating Jurors – The Decision Making Paradigm in Openings," Minnesota Association for Justice, March 31, 2009.

Regency Hospital Medical Staff, Metropolitan Ballroom, Minneapolis, MN, April 9, 2009.

"Corporate Designwhat??: Dealing With Uncooperative Defense Counsel in Discovery" New Jersey Association for Justice, Boardwalk Seminar 2009, Atlantic City, NJ, April 23-24, 2009.

"Taking the Depositions that Win Your Case," Ohio Association for Justice, Columbus, OH, May 13-15, 2009.

"The Science of False Charting: From Cross Referencing Documents to Forensic Analysis," AAJ's Advance Nursing Home Seminar and Case Development College, Memphis, TN, June 11-14, 2009.

"Enhancing the Story with PowerPoint," AAJ: 2009 Annual Convention, Advocacy Track, San Francisco, July 25-29, 2009.

"Technology Without Software: Beating Them on a Budget," AAJ: 2009 Annual Convention, Sole Practitioner and Small Firm Section, San Francisco, July 25-29, 2009.

FUTURE PRESENTATIONS

"How to Handle a Nursing Home Case," Colorado Trial Lawyers Association, Steamboat Springs, CO, August 6-8, 2009.

Minnesota Medical Directors, October 22-23, 2009.

TRIAL COLLEGES

National Intercollegiate Mock Trial Competition, Trial Practice Advisor, College of St. Thomas, St. Paul, MN, 1986, 1987 (Awarded National Champions), 1988, 1989.

National College of Advocacy: Premier Skills Course (Core Faculty, Lecturer and Workshop) Leader Princeton, NJ, October 21-26, 1990.

National College of Advocacy/Hastings Law School, Masters Advocacy Program (Core Faculty, Lecturer and Workshop Leader) San Francisco, CA, August 2-7, 1991.

National College of Advocacy (Core Faculty, Lecturer, Workshop Leader), Essentials College, St. Paul, MN, June 13-18, 1993.

National College of Advocacy: Essentials of Civil Litigation, South Texas College of Law (Chairman, Core Faculty, Lecturer and Workshop Leader), Houston, TX, May 18-23, 1996.

National College of Advocacy, Essentials of Civil Litigation, Duke University School of Law, (Core Faculty, Lecturer and Workshop Leader) Durham, NC; October 18 - 23, 1997.

National College of Advocacy, Depositions College, ATLA, (Core Faculty, Lecturer and Workshop Leader), Denver, CO, March 4-7, 1999.

National College of Advocacy, Essentials College (Core Faculty, Lecturer and Workshop Leader), Reno, NV, October 16-19, 2000.

National College of Advocacy, Essentials College (Core Faculty, Lecturer and Workshop Leader), Houston, TX, October 6-11, 2001.

National College of Advocacy, Depositions College, ATLA (Core Faculty, Lecturer and Workshop Leader), New Orleans, LA, January 15-19, 2004.

Trial Advocacy College: Litigating Nursing Home Cases, AAJ (Core Faculty, Lecturer and Workshop Leader), Ft. Lauderdale, FL, June 7-10, 2008.

National College of Advocacy, Depositions College, AAJ, (Core Faculty and Lecturer), New Orleans, LA, January 16-19, 2009.