Storytelling In The Courtroom Part 3

Total: **60 Minutes**

Speakers:
Michael DeBlis III

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As a trial lawyer, what do you really need in order to win your case? Attention — the jury's attention. I don't mean that in the narcissistic "everyone look at me" sense. When I say every trial lawyer wants more attention, what I mean is that before you can build a rapport with the jury and earn their trust, you have to fight a war — the war for the jury's attention. "Attention" and "connection" are the key elements needed to win the minds and hearts of the jury. Like it or not, we are in the midst of an attention war. We need to confront the reality that the jury's attention can no longer be taken for granted. We have to change our way of thinking to focus on gaining attention before we can leave lasting impressions. The jury's attention must be the currency that every trial lawyer trades in. In this presentation, I will talk about how storytelling can help lawyers to cut through all of the noise and distractions of everyday life in order to connect to the jury on a human level.

Topics include -

- Emphasis and Impact Devices (10 min.)
- Effective Voice Principles for the Courtroom (10 min.)
- The Sounding Body: Voice as Movement (12 min.)
- The Power of Silence (12 min.)
- We have Five Senses, Not One (8 min.)
- How I Brainstorm a Case (8 min.)

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Speakers

Michael DeBlis III, Esq, LL.M

Michael is a trial lawyer. He graduated Cum Laude from The Thomas M. Cooley Law School and Summa Cum Laude from the Thomas Jefferson School of Law with his Masters of Law in Taxation. Michael is known for his charismatic personality and his unyielding dedication to his clients.

Michael spent the first five years of his legal career as a public defender in the NJ Office of the Public Defender cutting his teeth on some of the most serious felony cases to pass through the state courts of New Jersey. He then joined his father's law practice, DeBlis Law, expanding the practice into civil tax controversies and international tax compliance.

As a graduate of the National Criminal Defense College, Michael has trained under some of the best-known criminal defense attorneys in the country. That experience has taught him that justice for a person accused of a crime is only won through a full understanding of the client and the case.

To that end, Michael attempts to understand each client's case as a convincing narrative, not just as a set of innocuous facts and arcane legal rules.

When he's not in the courtroom, you can find Michael on stage. As a professionally trained actor, Michael's passionate about helping trial lawyers harness the power of persuasion and positive communication in the courtroom in order to connect to the jury on a human level.

Michael's training as an actor allows him to combine a unique blend of left-brain thinking with right brain artistry to make even the most dull and abstract areas of the law come to life.

Michael is a prolific writer and a passionate blogger. He has written articles that have been featured in leading tax journals and "Law 360."

Michael is a living example of the tremendous power that comes from combining passion, preparation, persuasion, and positive communication in the courtroom. His courage and relentless work ethic has earned him a reputation as a zealous advocate and one of New Jersey's rising stars of the legal profession.

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