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MOCK TRIALS

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Dear Clients,

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It is finally spring and we are celebrating with the launch of our new **website**!! Please take a moment to look through it. You will find easy access to our neutrals and their **biographies**. You can now access the biographies for both **Judge G. Craig Lord (Ret.)** and **Robert Seiferth** online. In addition, there is a quick link to **submit your case**, provide your **feedback**, and to view our **references**. I am very interested in your feedback regarding our services, scheduling, etc. Please take a moment to give your opinion by clicking **here**.

Judge Gafni's article was published online at ALM's website on April 23rd. If you missed it, you can gather the important details regarding arbitration agreements by clicking this link **"Don't Ignore the Details of the Arbitration Agreement"**.

It was very nice speaking to some of you at the Litigation Summit on Friday April 15th. At ADR Options, we provide different options for resolving your disputes. In addition to arbitration and mediation services, we also provide Mock trials and Focus Groups.

Mock Trials and Focus Groups allow you to get a real inside look into how a jury thinks. Jurors do not think like attorneys! This provides valuable information in preparing for trial. Not only can this help you in selecting a jury, and preparing your client but also in determining liability and damages. You gain valuable information in deciding how to approach the trial or you might decide that settling the case is in your client's best interest. We have been providing this

service for 15 years for both defense and plaintiff counsel.

What do you gain from a Mock Trial?

1. Validation of your theme or discrimination among possible themes
2. Jurors view on what "facts" support your theme
3. Test your opening and closing statements as well as prepare your client for the actual trial
4. An estimate of verdict range. This allows counsel and client to understand a likely outcome
5. Develop good/bad juror profiles

The Mock Trial is customized to your specific case. You select the number of jurors (6 to 14), jury panels (one or two) and number of days (half a day to two days). The jurors will be representative of the trials' county by race, sex, age, education, occupation and income. You will be provided a summary of each juror's background. After the jurors render their verdict, we conclude the trial with a question and answer session. These questions are specific to the case and the witnesses/facts presented. In addition to the insight gained during the "trial", from practicing your presentation and watching the jury deliberate, you will receive a DVD of the proceedings and deliberations as well as a detailed questionnaire completed by each juror. Oftentimes reviewing this information, clarifies many issues.

If you are interested in any additional information regarding a Mock Trial or have questions on any of our services, please feel free to call us at 215-564-1775 or email at [**mcarney@adroptions.com**](mailto:mcarney@adroptions.com).

Sincerely,

Mike and Maggy Carney

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