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Ellen Sykes, Esq.
Kentucky Justice Association 10602
Timberwood Circle, Suite 8
Louisville, Kentucky 40223

Re: Robert Musante-Great Adverse Depositions

Dear Ms. Sykes,

I write to you as the person in charge of seminars and CLE for the Association to share my excitement about a presenter I think would be a valuable addition to your stable of programs. First, a bit of background.

Last December, I planned to attend a CLE on taking adverse depositions. I'm a trial lawyer by trade and the advertised agenda intrigued me. The presenter promised a detailed analysis of David Boies' deposition of Bill Gates in the Microsoft antitrust litigation. Something flared up at the last minute and I was unable to attend. So I contacted the presenter, Robert Musante, to find out if I could purchase the written materials he distributed in connection with the seminar. He did me one better.

Mr. Musante directed me to his website (www.killerdepo.com) where two of his more popular presentations are available as a "webinar." Consequently, I was able to watch a video of his entire presentation of that same CLE program given at another location. I write you now in hopes of persuading you to investigate the CLE programs Mr. Musante offers. I am confident that you will reach the same conclusions I have.

I've been practicing since 1983, exclusively in litigation. I only wish that Mr. Musante's course was available to me in my first year of practice. Even with 27 years in deposition rooms all across the country, I can't tell you how much I learned from Mr. Musante's presentation, his examples, his demonstrable strategies, his use of psychology in framing questions, his techniques for getting the kinds of answers that persuade juries when the examination is repeated at trial.

His presentation is founded on this syllogism:

Trial is argument.

Deposition is trial.

Therefore, deposition is argument.

I have always believed in that logic. Mr. Musante, however, revealed to me that I was not practicing what I preached, that I was not deposing adverse witnesses in accordance with those principles. As a result, I ended up struggling at trial with an uncooperative witness to make a persuasive presentation when I should have simply been able to walk that former deponent through the transcript of a compelling deposition completed months or years earlier. I hesitate to go back and read old deposition transcripts and see with new eyes the folly of my former methods of adverse interrogation.

Fortunately, with the skills Mr. Musante has awakened within me, I won't have to worry about that ever again. Planning for depositions may take longer but the deposition will yield a succinct transcript that will form the basis for an optimal trial presentation—and do so in a manner that makes favorable settlement more likely.

When it came to taking good depositions, I thought I knew it all—or most of it. Heck, I've been teaching this subject myself in CLEs through Lorman and NBI for more than a decade. Yet in five short hours, Mr. Musante took my game to a new order of magnitude. Amazing? Yes. Somewhat embarrassing to admit? Yes. But all true? YES!

Mr. Musante is a dynamic and articulate speaker. He engages his audience and infects them with his passion for the subject. His contagious enthusiasm, his dry wit, and his powerful visual presentation make for a unique experience. This is CLE as it should be. I urge you to make it part of your program so that my colleagues can likewise benefit. If you do sponsor one of Mr. Musante's seminars, you can bet you will find me—and the other three litigators in our firm—in the audience.

Please call me if you have any questions. Thank you very much.

Very truly yours,

A handwritten signature in black ink, appearing to read "sthenomas". The signature is fluid and cursive, with a large loop at the beginning.

Scott R. Thomas