



# MANAGEMENT & MEMBERSHIP FORUM



**NOVEMBER 8 - 9, 2022**

**SOUTHERN HOTEL | COVINGTON, LA**

## FEATURING:

### REPTILE THEORY & THE MONGOOSE METHOD - PART 2

LITIGATION TRAINING THROUGH COURTROOM SCIENCES PRESENTED BY DR. KANASKY

## AGENDA

### TUESDAY, NOVEMBER 8

- Training: Day 1  
(MONGOOSE METHOD PT. 1 RECAP)
  - Nuclear verdicts
  - Pre-litigation phase
  - The Reptile Theory
  - The neuroscience behind defeating the Reptile
- Evening Cocktail Social

### WEDNESDAY, NOVEMBER 9

- Training: Day 2 Discovery phase
  - Pre-deposition training
  - Mock deposition with class
  - Review of exercise
- Membership Meeting  
(MEETINGS ARE SUBJECT TO CHANGE)
  - Board of Directors Meeting

## OVERVIEW

**THE PROBLEM:** Trucking companies today face an existential threat from abusive lawsuits. Trial lawyers have weaponized the courts. Their target is business, and their tactic has a hypnotic effect on jurors. Trial attorneys have abandoned justice in favor of a guaranteed pay day from insured businesses. Small accidents reap settlements far out of proportion to actual damages. Meanwhile, the specter of a truly catastrophic loss – loss of life or limb – haunts us. Will it be the next nuclear verdict?

**THE SOLUTION:** The solution is straightforward: education, proactivity, and aggressiveness. In this program, Dr. Bill Kanasky, shares the secrets behind the causes of nuclear verdicts and nuclear settlements and what trucking and transportation companies can do to protect themselves from these nuclear outcomes. Dr. Kanasky will teach attendees about The Reptile Theory including what it is, how it works, why it has been so successful, and how to beat it. In the final part of the training, Dr. Kanasky will lead the group through an intensive training on preparing for deposition testimony and facilitate a mock deposition with actual witnesses to demonstrate how he trains witnesses for a real deposition.

This is the second part of our Mongoose Method litigation training, returning and new students are welcomed! For those who attended our first training, this is the companion workshop with mock jury sessions. Dr. Kanasky will be presenting a review of part one those who missed our spring workshop or just need a refresher!

## FEES

MEMBER REGISTRATION: \$190.00  
NON-MEMBER REGISTRATION: \$290.00

## SPONSORSHIPS

TUESDAY'S BREAKFAST: \$500.00  
WEDNESDAY'S BREAKFAST: \$500.00  
FORUM LUNCH: \$1,000.00  
COCKTAIL RECEPTION: \$1,500.00

## PRESENTED BY



## REGISTRATION

Register today on our Management & Membership Forum website - <https://rebrand.ly/MMF> or by scanning the QR code to the right.

Please note that payment is due at registration.

