

is to convince the audience that your point of view is correct. They don't have to like it or conform to your beliefs. They just have to believe you at the moment you're speaking. If they don't believe you, show's over!"

I asked Bob if he saw any comparables between stand-up and trial skills.

"I think being able to read an audience and change gears when needed is a skill that runs a complete parallel with being in a courtroom. It also doesn't hurt to endear your self to the courtroom with humor. You can't buy likeability."

My parents didn't want to move to Florida, but they turned sixty, and that's the law.—Jerry Seinfeld

Did stand-up improve my trial skills? I think it did in a variety of ways. I spend much more time preparing my legal arguments—not trying to make them funny—but finding ways to make them streamlined, clearer and, if possible, even entertaining. I focus more on showing that I personally care about the case and I'm not shy about trying a novel argument or unusual approach in court. I'm more confident about my presentation skills and I often watch and try to gauge the reactions to those listening to me. I find that I work harder for my clients by thinking not only about what I'll argue on their behalf, but how I can most effectively present it.

So if you're opposing counsel in my next case, don't be surprised when I begin my closing remarks this way: "Ladies and gentlemen of the jury, did you hear the one about..." ⚡

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