



Getting Together the Legal Team
Utah State Bar Summer Convention



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Why Litigation Teamwork Is Important

Trials are often won or lost based on the composition and chemistry of the team

"Alone we can do so little, together we can do so much."
(Helen Keller)

"It is amazing what you can accomplish if you do not care who gets the credit."
(President Harry S. Truman)

"If you want to go fast, go alone, if you want to go far, go with others."
(President Harry S. Truman)



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Simpson's So-Called "Dream Team"


The "Dream Team" - Bob Shapiro, Johnnie Cochran, Barry Scheck, F. Lee Bailey, Peter Neufeld, Alan Dershowitz, and Robert Kardashian.

Were they a dream team?

"This Was Not The Dream Team - This Was The Nightmare Team."
(Alan Dershowitz, Business Insider, Feb. 8, 2016)

Team Players?


- Battling egos/power struggles
- Personality clashes
- Conflicting opinions on strategy
- Playing to media
- Taking risks most lawyers won't
- Disagreements on most issues
- Bitter end after long bitter trial



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The Goldman Family Core Team Mean & Lean & Never Changed


Daniel M. Petrocelli, Partner
Thomas P. Lambert, Partner
Edward M. Medvene, Partner
Peter B. Gelblum, Partner
Yvette Molinaro, Associate
Jeff Goldman, Associate
Matt Riallo, Associate
Stephen E. Foster, Paralegal



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Key Characteristics of The Goldman Dream Team


- o Everyone lived the case from start to finish – no last minute additions or quitters
- o Everyone passionate for the pursuit of justice for the Goldman Family
- o One Quarterback
- o Collaboration of equals on strategy – final calls controlled entirely by QB
- o Effective team meetings & brainstorming with task list
- o Great orators assigned – divvied up by subject matter allowing jury to better recall evidence by the advocate
- o Diverse backgrounds and differing expertise
- o Great writers and great researchers assigned



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Key Characteristics of The Goldman Dream Team (cont'd)

- o One manager – not the quarterback – responsible for monitoring all aspects of pre-trial & trial preparation
- o One partner and three associates responsible for discovery/pretrial battles – the rest focused on winning at trial
- o One paralegal that owned the evidence
- o Additional resources available as needed/discrete research assignments/motions handled by others
- o No overbearing egos
- o Mean and lean – less chance for confusion/more harmonized
- o Leanly staffed in Courtroom – but always working



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Disadvantages Of The Wrong Team

1. Costs
2. Egos & Politics
3. Lack of Effective Communication
4. Duplication of Efforts
5. Conflicting Opinions/Strategies
6. No single Quarterback
7. Poor Outcome



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Advantages Of A Right Team

1. Cost Savings To Client	6. Coverage
2. Specialized Expertise	7. Matching/Outmatching The Opposition
3. Diverse Viewpoints	8. Reduced Stress/Workload
4. Complimentary Skillsets	9. Trial Support
5. Division of Work/Support/Efficiency	10. Comradery & Relationships From Doing Battle Together



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Characteristics Of A True "Dream Team"


1. Consistent, Timely Communication With Entire Legal Team
2. Attorneys With Humility & The Ability To Delegate
3. Effective Leadership/Management
4. Team Players
5. Efficiency
6. Theme Development – Telling The Client's Story
7. Timely Preparation, More Preparation, and Then More Preparation
8. Organized/Synchronized Presentation Without Delays
9. Confidence/Familiarity With Courtroom Technology
10. Courtroom Presence/Specialization



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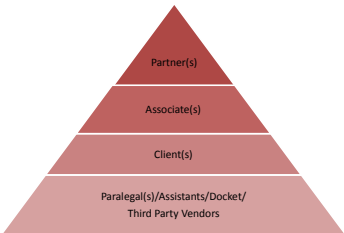
The Importance And Changed Role Of Today's Paralegal To The Trial Team's Success

The trial team is only as strong as its support base



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Quality Legal Services = Teamwork



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Yesterday's Paralegal

- Photocopying paper files at client's office
- Document review with post-it notes & piles
- Privilege Logs – manual data input
- Manual Bates stamping
- Redaction tape
- Paper document productions
- Paper exhibits
- Notebooks
- Summarizing depo transcripts
- Elmo Projectors/exhibit boards




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Today's Paralegal

- o Electronically Stored Information (ESI)
- o ESI preservation
- o Litigation Hold Notices
- o Forensic ESI collection (vendor)
- o ESI processing and hosting for document review
- o Document Review Software (e.g., Relativity; Concordance)
- o Electronic Document productions
- o Transcript Management software (e.g., TextMap)
- o Trial Director/Sanction for exhibit display at trial
- o Hot Seat Operator at trial

* Some of the paper aspects of yesterday's paralegal still exist, to a degree. But in these modern times, most of the files are electronic and need to be handled in accordance with the state and federal rules of civil procedure. ESI issues need to be addressed by the attorney and managed by the paralegal from the start of litigation.
** The core set of skills that a paralegal brings to the team remain the same: Organization; Efficiency; Master of All Things.
*** A good paralegal eliminates attorney worry and ensures everything runs smoothly.



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Questions?



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