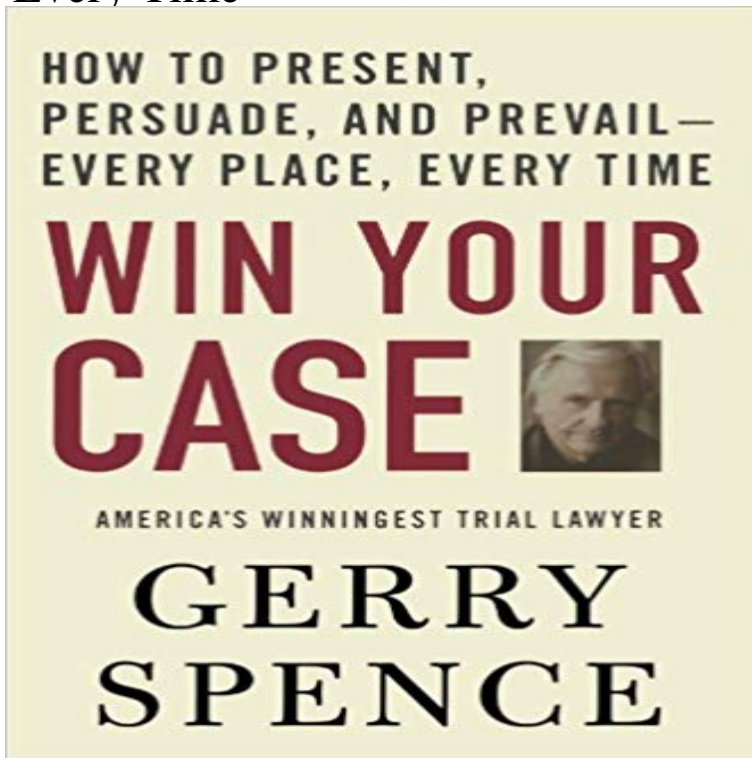


# Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time



Gerry Spence is perhaps America's most renowned and successful trial lawyer, a man known for his deep convictions and his powerful courtroom presentations when he argues on behalf of ordinary people. Frequently pitted against teams of lawyers thrown against him by major corporate or government interests, he has never lost a criminal case and has not lost a civil jury trial since 1969. In *Win Your Case*, Spence shares a lifetime of experience teaching you how to win in any arena—the courtroom, the boardroom, the sales call, the salary review, the town council meeting—every venue where a case is to be made against adversaries who oppose the justice you seek. Relying on the successful courtroom methods he has developed over more than half a century, Spence shows both lawyers and laypersons how you can win your cases as he takes you step by step through the elements of a trial—from jury selection, the opening statement, the presentation of witnesses, their cross-examinations, and finally to the closing argument itself. Spence teaches you how to prepare yourselves for these wars. Then he leads you through the new, cutting-edge methods he uses in discovering the story in which you form the evidence into a compelling narrative, discover the point of view of the decision maker, anticipate and answer the counterarguments, and finally conclude the case with a winning final argument. To make a winning presentation, you are taught to prepare the power-person (the jury, the judge, the boss, the customer, the board) to hear your case. You are shown that your emotions, and theirs, are the source of your winning. You learn the power of your own fear, of honesty and caring and, yes, of love. You are instructed on how to role-play through the use of the psychodramatic technique, to both discover and tell the story of the case, and, at last, to pull it all together into the winning final

argument. Whether you are presenting your case to a judge, a jury, a boss, a committee, or a customer, *Win Your Case* is an indispensable guide to success in every walk of life, in and out of the courtroom.

- 21 sec - Uploaded by John S. Lolley The Charisma Matrix 246,182 views 11:17. *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* Whats true for training great trial lawyers is true for all winning presentors. In *Win Your Case*, Spence shares a lifetime of experience teaching you how *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time*. - 16 sec PDF [DOWNLOAD] *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* - 37 sec Audiobook *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* - 19 sec Pre Order *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* Kindle Edition. Gerry Spence is perhaps Americas most renowned and successful trial lawyer, a man known for his deep convictions and his powerful courtroom presentations when he argues on behalf of ordinary people. *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time*. Gerry L. Spence, Author . St. Martins \$24.95 (287p) ISBN - 14 sec READ THE NEW BOOK *Win Your Case: How to Present, Persuade, and Prevail--Every Place* Buy *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* How to Argue and Win Every Time: At Home, at Work, in Court, . This isnt a book about civil procedure per se -- its a book about everything else. *Win your case : how to present, persuade, prevail-- every place, every time*. by Spence, Gerry. Publication date 2005. Topics Persuasion - 21 sec PDF [FREE] DOWNLOAD *Win Your Case: How to Present, Persuade, and Prevail--Every* To make a winning presentation, you are taught to prepare the power-person (the jury, the judge, the boss, the customer, the board) to hear your case. You are shown that your emotions, and theirs, are the source of your winning. You learn the power of your own fear, of honesty and caring and, yes, of love. - 16 sec BEST PDF *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* Get now : <http://?book=0312360673> read ebook *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time*, Win - 21 sec BEST PDF *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* Whats true for training great trial lawyers is true for all winning presentors. *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time*. by .. Most of the time I felt he was making up concrete stories in this book. - 16 sec READ THE NEW BOOK *Win Your Case: How to Present, Persuade, and Prevail--Every Place* - 21 sec BEST PDF *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* : *Win Your Case: How to Present, Persuade, and Prevail, Every Place, Every Time* (Audible Audio Edition): Gerry Spence, Macmillan Audio: Books. Read *Win Your Case: How to Present, Persuade, and Prevail--Every Place, Every Time* book reviews &

author details and more at . Free delivery on