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SHAEVEL & KREMS REAL ESTATE MANAGEMENT TEAM'S TOP TEN

How to be an effective witness at trial

For the cases that go to trial, it is important that our witnesses make a good presentation of the facts. To ensure that you are an effective witness at trial, follow these Top Ten Tips:

- 10 To curb your anxiety, visit the courtroom where you will be a witness. You can also become familiar with the courtroom as well as courtroom procedures by observing testimony in another case.
- 9 Discuss all of the facts of the case with your attorney prior to trial. This will ensure that there are no surprises while you are on the witness stand.
- 8 Review and understand all of the facts to which you will testify. It is helpful to review essential facts and/or documents the day of the trial so the information will be fresh in your mind. Ask your attorney to review with you a list of possible questions you may be asked. However, do not memorize your responses to questions; your testimony will seem rehearsed instead of a recollection of the truth.
- 7 Dress appropriately and conservatively. Appearance makes the first impression.
- 6 Understand the language. If the opposing party objects to a question that you are asked, the judge will either overrule or sustain the objection. If the Judge overrules the objection, you will be required to answer the question. If he sustains the objection, you will not be required to answer the question.

- 5 Admit lack of knowledge. There is no problem answering a question "I do not know or I do not recall." If you do not understand the question, ask that it be repeated.
- 4 Only answer the question you are asked. It is not necessary to volunteer information. Opposing counsel may ask you the same question in different words. If you feel that you have already answered the question, just say so.
- 3 Stick to the facts of the case. Do not let your emotions get the best of you on the stand.
- 2 Take your time. There is no set time in which you must respond to a question. It is better to fully consider your answer before responding.
- 1 Answer truthfully. When taking the stand, you will be required to swear to tell the truth.



The Shaevel & Krems real estate management team will be happy to meet with you to prepare you to be a good witness at trial.

As always, if you have any questions, feel free to contact the Shaevel & Krems real estate management team.

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