

Distinguished communication consultant **Brian K. Johnson** teaches persuasion to trial lawyers and public speaking to transactional attorneys. His international consulting practice takes him to law firms and training programs throughout the U.S. and Canada, as well as overseas to the United Kingdom and Europe. He has taught Solicitor Advocates in Belfast, Northern Ireland and Dublin, Ireland, and twice trained federal prosecutors for the Republic of Estonia.

With Marsha Hunter, he is co-author of *The Articulate Advocate: New Techniques of Persuasion for Trial Lawyers* (Crown King Books, 2009). That book won the Silver Medal in the Benjamin Franklin Awards from the Independent Book Publishers Association in New York City in May 2010. Their second book, *The Articulate Attorney: Public Speaking for Corporate Lawyers*, was published by Crown King Books in 2010.

For the past decade he has trained all new Assistant United States Attorneys at the Department of Justice National Advocacy Center. He has been a communication specialist for the National Institute for Trial Advocacy since 1981. In 2000, NITA recognized his unique contribution to the teaching of advocacy skills by presenting him with the Honorable Prentice Marshall Faculty Award. He was the first non-lawyer in NITA history to receive this honor. For 23 years in a row his courtroom communication skills lecture/demonstration with Marsha Hunter has kicked off the NITA National Trial Skills Session in Boulder, Colorado.

His law firm clients include Kirkland & Ellis; Arnold & Porter; Alston & Bird; Duane Morris; Robins, Kaplan, Miller & Ciresi; Dorsey & Whitney; Fish & Richardson; Morgan, Lewis & Bockius; Cozen O'Connor; Thompson Coburn; McKenna Long & Aldridge; and Borden Ladner Gervais in Canada. He has taught for the Law Society of Upper Canada in Toronto, and the Law Society in Dublin, Ireland, as well as the Institute for Professional Legal Studies in Belfast, Northern Ireland. He also teaches at the European offices of U.S. law firms.

As a trial consultant, Mr. Johnson helps lawyers prepare witnesses to testify. He has consulted on cases involving computer patent infringement, Internet browsers, breast implants, medical devices, financial services, pharmaceuticals, the airline industry, and deer scents for hunting. In 2003 and 2004, his work on patent

infringement cases helped two clients win jury verdicts that exceeded \$500 million each. The Republic of Ireland hired him to work with computer forensic experts who testify for the prosecution in organized crime cases. Their testimony is so valuable and confidential that he wasn't told the experts' names.