

Curriculum Vitae

Current Position

Brian Johnson is a communication consultant to the legal profession, speaking skills coach, and president of Johnson & Hunter, Inc. Clients include elite law firms in the United States and Canada, National Institute for Trial Advocacy, U.S. Department of Justice, and U.S. Consumer Financial Protection Bureau. He teaches persuasion and advocacy to litigators, public speaking to transactional attorneys, and interpersonal communication skills to entry level lawyers. He is co-author of two books for lawyers and one for witnesses.

Courses and Presentations

Basic Criminal Trial Advocacy

U.S. Department of Justice, Office of Legal Education, National Advocacy Center, 1998-present.

NITA National Session and Basic Trial Skills Programs

National Institute for Trial Advocacy, 1981-present.

Basic Civil Trial Advocacy

U.S. Department of Justice, Office of Legal Education, National Advocacy Center, 2002-present.

The Hillman Advocacy Program

Federal Bar of the Western District of Michigan, 1995-present.

The Articulate Advocate

Fish & Richardson, 2011-present.

Basic and Advanced Trial Skills

Greenberg Traurig, 2011-present.

Motions Program

Hogan Lovells, 2013-present.

Skype Coaching Communication Skills

OnRamp Fellowship, 2015-present.

Kirkland Institute for Trial Advocacy (KITA)

Kirkland & Ellis, 1996-present.

The Articulate Advocate

National Institute for Trial Advocacy, 2003-present.

Fluent On Your Feet: Private Coaching for Public Speaking

Morgan, Lewis & Bockius, 2004-present.

Fluent On Your Feet: Private Coaching for Public Speaking

Alston & Bird, 2005-present.

Fluent On Your Feet: Private Coaching for Public Speaking

Arnold & Porter Kaye Scholer, 2004-present.

In-House Basic Trial Skills

State Farm Insurance Company, 1995-present.

BLG 301 Basic Trial Skills

Borden, Ladner, Gervais, 2003-present.

Advanced and Basic Trial Skills

Quinn Emanuel, 2006-present.

The Articulate Advocate

Consumer Financial Protection Bureau, 2013-present.

Dentons Leadership Academy

Dentons, 2016-present.

Morgan Lewis & Bockius Trial Academy

Morgan Lewis & Bockius, 2013-present.

Fluent on Your Feet: Private Coaching for Public Speaking

Goodwin Procter, 2013-present.

Fluent On Your Feet: Private Coaching for Public Speaking

McDermott Will & Emery, 2016-present.

Fluent On Your Feet: Private Coaching for Public Speaking

Pepper Hamilton, 2017-present.

Fluent On Your Feet: Private Coaching for Public Speaking

Munger Tolles, 2016-present.

Fluent On Your Feet: Private Coaching for Public Speaking

Chadbourne & Parke, 2017.

Fluent On Your Feet: Private Coaching for Public Speaking

Polsinelli, 2017.

The Articulate Attorney – Speaker

Thompson Hine, 2017.

The Articulate Advocate: CLE Program

Virginia Continuing Legal Education, 2013, 2017.

The Articulate Advocate

U.S. Patent and Trademark Office, 2016.

The Articulate Advocate

D.O.J. Bureau of Consumer Protection, 2016.

The Articulate Advocate

Marine Corps Judge Advocate Division, 2016.

McKenna Leadership Academy

McKenna Long, 2014-2015.

Fluent On Your Feet: Private Coaching for Public Speaking

Dentons, 2015-present.

Litigation Associate Retreat Keynote

O'Melveny & Myers, 2015.

The Articulate Attorney – Speaker
Seyfarth Shaw, 2015-present.

Fluent On Your Feet: Private Coaching for Public Speaking
Federal Trade Commission, 2014.

“Putting on a Human Face at Trial: Opening Statements and Closing Arguments” panelist
ABA Litigation Section Annual Conference, April 2014.

Fluent On Your Feet: Private Coaching for Public Speaking
Schiff Hardin, 2012-2014.

Motions Program
Fitzpatrick Cella, 2010-2014.

Fluent On Your Feet: Private Coaching for Public Speaking
McKenna Long, 2011-2014.

Basic Trial Skills
Cooley Godward, 2006-2014.

The Articulate Advocate: Speaking Well in the Courtroom – CLE Program
Law Society of Upper Canada, 2013.

In-House Counsel Symposium
Borden, Ladner, Gervais, 2013.

Basic Trial Skills
Thompson Coburn, 2011-2013.

Fluent On Your Feet: Private Coaching for Public Speaking
Cozen O’Connor, 2008-2013.

Trial Academy
Cozen O’Connor, 2012.

Fluent On Your Feet: Private Coaching for Public Speaking
Squire Sanders, 2008-2012.

Partners Retreat - Keynote
Heenan Blaikie, 2012.

Litigation Section Leadership Meeting – Keynote
American Bar Association, September 2011.

The Articulate Advocate – Speaker
The Theodore McMillan American Inn of Court, 2011.

Committee on Persons with Disabilities in the Legal Profession – "Every Body's Abilities"
Arizona State Bar, October 2011.

Trial Skills
Office of the Prosecutor General, Republic of Estonia, 2010 - 2011.

Mid-Atlantic NITA Regional Trial Skills
National Institute for Trial Advocacy, 2011-present.

Fluent On Your Feet: Private Coaching for Public Speaking
Greenberg Traurig, 2005, 2008, 2011.

McGeorge School of Law Trial Advocacy
University of the Pacific, 1999-2011.

In-House Basic Trial Skills
Allstate Insurance Company, 1993-2010.

Gulf Coast NITA Regional Trial Skills
National Institute for Trial Advocacy, 1998-2010.

Philadelphia Academy of Advocacy
Temple Law School, 1998-2010.

Fluent On Your Feet: Private Coaching for Public Speaking
Robins, Kaplan, Miller & Ciresi, 1997-2009.

The Articulate Advocate – Speaker
Jones Day I.P. Retreat, 2009.

Trial Skills Program – Keynote
Louisiana State University School of Law, 2009 and 2016.

Southeast NITA Regional Trial Skills
National Institute for Trial Advocacy, 1994-2009.

The Articulate Advocate – Speaker
Louisiana Association of Defense Counsel, 1999 and 2009.

Fluent On Your Feet: Private Coaching for Public Speaking
Robins, Kaplan, Miller & Ciresi, 1997-2009.

Fluent On Your Feet: Private Coaching for Public Speaking
O'Melveny & Myers, 2004-2008.

Fluent On Your Feet: Private Coaching for Public Speaking
Wiley Rein, 2008.

Fluent On Your Feet: Private Coaching for Public Speaking
Faegre & Benson, 2008.

Fluent On Your Feet: Private Coaching for Public Speaking
Larson & King, 2008.

The Articulate Advocate – Speaker
Minnesota State Bar Leadership Conference, 2008.

Motions Program
Howrey, 2006-2008.

Solicitors Training
Law Society of Northern Ireland, 2001-2010.

Solicitors Training
Law Society of Dublin, 2008.

Fluent On Your Feet: Private Coaching for Public Speaking
U.S. Attorney's Office, 2008.

Fluent On Your Feet: Private Coaching for Public Speaking
Duane, Morris, 1995-2008.

Fluent On Your Feet: Private Coaching for Public Speaking
Stinson Morrison, 2003, 2008.

Trial Skills Lecture
Law Society of Edinburgh, 2008.

Trial Skills Lectures
Queen's University - Belfast, 2003, 2008.

Fluent On Your Feet: Private Coaching for Public Speaking
Miller Johnson, 2002-2007.

Law School Trial Advocacy Program
University of Wisconsin - Madison, 2007.

Fluent On Your Feet: Private Coaching for Public Speaking
Hogan & Hartson, 1995-2007.

Trial Advocacy Program
Fulbright & Jaworski, 2004-2007.

Speak Persuasively as You Think on Your Feet – Speaker
ABA Franchise Forum, 2004, 2007.

Associate Trial Skills Program
Baker Botts, 1995-2007.

Fluent On Your Feet: Private Coaching for Public Speaking
Kaye Scholer, 2001-2006.

Fluent On Your Feet: Private Coaching for Public Speaking
Sachnoff & Weaver, 2005-2006.

Speaking Well in the Courtroom – Speaker
Law Society of Upper Canada, 2003-2005.

Communication Skills for Women
Kaye Scholer, 2005.

Fluent On Your Feet: Private Coaching for Public Speaking
Woodcock Washburn, 2004-2005.

Persuasive Personal Style in Trial Advocacy – Speaker
CNA Insurance, 2004-2005.

Fluent On Your Feet: Private Coaching for Public Speaking
Gardere, Wynne, Sewell, 2003-2005.

Fluent On Your Feet: Private Coaching for Public Speaking
Lindquist & Vennum, 2004.

Fluent On Your Feet: Private Coaching for Public Speaking
Woodcock Washburn, 2004.

Temple Law School LLM Program – Speaker
Temple Law School, 2004.

The Articulate Advocate
U.S. Department of Justice, Tax Division, 2004.

Midwest Regional Trial Skills

National Institute for Trial Advocacy, 1998-2004.

Western Regional Trial Skills

National Institute for Trial Advocacy, 1992-2004.

South Central Regional Trial Skills

National Institute for Trial Advocacy, 1999-2004.

Mid-South Regional Trial Skills

National Institute for Trial Advocacy, 2003.

Speaking Well in Practice – Speaker

Law Society of Upper Canada, 2003.

The Articulate Advocate – Speaker

U.S. Attorney's Office, 2003.

Speak Well as You Think on Your Feet – Speaker

National Association of Law Placement, 2003.

Persuasive Personal Style in Trial Advocacy – Speaker

Jenner & Block, 2003.

Persuasive Personal Style in Trial Advocacy – Speaker

National Chiropractic Malpractice Insurance Company, 2001-2003.

Fluent On Your Feet: Private Coaching for Public Speaking

Arent Fox, 1995-2003.

The Articulate Advocate - Speaker

University of Tennessee Law School, 1999-2003.

Fluent On Your Feet: Private Coaching for Public Speaking

Hodgson, Russ, Andrews, Woods & Goodyear, 1999-2002.

Persuasive Personal Style in Trial Advocacy – Speaker

Minnesota Poverty Law Center, 2002.

Motions Program

Alzheimer & Gray, 2002.

Western Regional Trial Skills

National Institute for Trial Advocacy, 1998-2001.

Basic Trial Skills

Mayer, Brown & Platt, 2001.

Speak Persuasively as You Think on Your Feet – Speaker

Fortis Insurance Counsel, 2001.

Persuasive Personal Style in Trial Advocacy – Speaker

Hartford Insurance Counsel, 2001.

Advanced Trial Skills

Habeas Institute of the Federal Defenders Service, 1997-2001.

Fluent On Your Feet: Private Coaching for Public Speaking

Kirkland & Ellis I.P. Group, 2001.

The Articulate Attorney – Speaker
Gibson, Dunn & Crutcher New Associates Meeting, 2001.

Fluent On Your Feet: Private Coaching for Public Speaking
Sonnenschein, Nath & Rosenthal, 2000.

The Articulate Advocate
U.S. Attorney's Office, 2000.

Speak Well as You Think on Your Feet
Fenwick & West, 2000.

Fluent On Your Feet: Private Coaching for Public Speaking
Shearman & Sterling, 1995-2000.

Fluent On Your Feet: Private Coaching for Public Speaking
Larkin Hoffman, 2000.

Fluent On Your Feet: Private Coaching for Public Speaking
Paul, Weiss, Rifkind, Wharton & Garrison, 2000.

Advanced Trial Skills
State Farm Insurance Company, 1998-2000.

Southwest Regional Trial Skills
National Institute for Trial Advocacy, 1995-2000.

Advanced Trial Skills
Habeus Corpus Resource Center, 2000.

Fluent On Your Feet: Private Coaching for Public Speaking
Howard, Darby & Levin, 1997-1999.

Fluent On Your Feet: Private Coaching for Public Speaking
Buckingham, Doolittle & Burroughs, 1999.

Pennsylvania Regional Trial Skills
National Institute for Trial Advocacy, 1996-1998.

Persuasive Personal Style in Trial Advocacy – Speaker
Jones Day, 1998.

Trial Advocacy Training
Federal Deposit Insurance Corporation Legal Division, 1998.

Fluent On Your Feet: Private Coaching for Public Speaking
Shook, Hardy & Bacon, 1995-1997.

Fluent On Your Feet: Private Coaching for Public Speaking
Arizona Attorney General's Office, 1997.

The Power of Persuasion – CLE Speaker
Virginia State Bar Association, 1997.

Persuasive Personal Style in Trial Advocacy – Speaker
Pennsylvania Bar Association, 1995-1997.

Mid-Central Regional Trial Skills
National Institute for Trial Advocacy, 1995-1996.

Basic Trial Skills

Chase Bank, 1996.

Speak Persuasively as You Think on Your Feet – Speaker

Kirkland & Ellis I.P. Group, 1996.

New Jersey Regional Trial Skills

National Institute for Trial Advocacy, 1996.

Persuasive Personal Style in Trial Advocacy – Speaker

Minnesota Advocacy Institute, 1996.

Trial Advocacy – Speaker

Temple Law School, 1996.

Trial Advocacy – Speaker

University of Miami School of Law, 1996.

Speak Well as You Think on Your Feet – Speaker

State Bar of Michigan Institute for Continuing Legal Education, 1996.

Persuasive Personal Style in Trial Advocacy – Speaker

American Law Institute - American Bar Association, 1994-1996.

Million-Dollar Closing Arguments – Speaker

Washington State Bar Association, 1994-1996.

New York Regional Trial Skills

National Institute for Trial Advocacy, 1995.

Trial Advocacy Training – Speaker

Briggs & Morgan, 1995.

Basic Trial Skills

Dorsey & Whitney, 1995.

Million-Dollar Closing Arguments – Speaker

Kentucky Bar Association, 1995.

Persuasive Personal Style in Trial Advocacy – Speaker

Washington State Bar Association Litigation Section, 1995.

Persuasive Personal Style in Trial Advocacy – Speaker

Maryland Institute for Continuing Professional Education of Lawyers, 1994.

Speak Well as You Think on Your Feet – Speaker

American Law Institute - American Bar Institute CLE Programs, 1994.

Persuasive Personal Style in Trial Advocacy – Speaker

Massachusetts Continuing Legal Education, 1994.

Fluent On Your Feet: Private Coaching for Public Speaking

Orr & Reno, 1994.

Mid-Central Regional Trial Skills

National Institute for Trial Advocacy, 1981-1989.

Fluent On Your Feet: Private Coaching for Public Speaking

Dorsey & Whitney, 1994.

Persuasive Personal Style in Trial Advocacy – Speaker
Pennsylvania Bar Institute, 1992.

Moot Court Program
University of Minnesota Law School, 1979-1983.

Clients

Alston & Bird	Law Society of Northern Ireland
Arnold & Porter Kaye Scholer	Law Society of Upper Ontario
Allstate Insurance Company	McDermott Will & Emery
Arizona State Bar Association	McGeorge School of Law
Baker Botts	Morgan, Lewis & Bockius
Borden, Ladner, Gervais	National Institute for Trial Advocacy
Consumer Financial Protection Bureau	O'Melveny & Myers
Cooley Godward	Polsinelli
Cozen O'Connor	Quinn Emanuel
Dentons	Robins, Kaplan, Miller & Ciresi
Duane Morris	Schiff Hardin
Fish & Richardson	Securities and Exchange Commission
Fitzpatrick Cella	Seyfarth Shaw
Goodwin Procter	State Farm Insurance In-House Counsel
Greenberg Traurig	Thompson Coburn
The Hillman Advocacy Program	Thompson Hine
Hogan Lovells	U.S. Department of Justice: Environmental Division, Criminal Division, Civil Division, Office of Violence Against Women, Tribal Courts, Bankruptcy Division
Institute for Professional Legal Studies, Belfast	University of Arizona James E. Rogers School of Law
Irell & Manella	University of Strathclyde, Glasgow
Kaye Scholer	Virginia CLE
King & Spalding	
Kirkland & Ellis	
Law Society of Dublin	

Publications

Books

The Articulate Advocate: Persuasive Skills for Lawyers in Trials, Appeals, Arbitrations, and Motions
Second Edition (Crown King Books, 2009, 2016).

The Articulate Attorney: Public Speaking for Lawyers, Second Edition
(Crown King Books, 2010, 2013).

The Articulate Witness: An Illustrated Guide to Testifying Confidently Under Oath
(Crown King Books, 2015).

DVDs

The Complete Advocate: Courtroom Speaking Skills
(Get Go Communications, 1994, *out of print*).

Awards

Hon. Prentice Marshall Faculty Award
National Institute for Trial Advocacy, 2000.

The Articulate Advocate: Persuasive Skills for Lawyers in Trials, Appeals, Arbitrations, and Motions
Second Edition
Special Recognition, Southwest Book Design Awards, New Mexico Book Association, 2017.

The Articulate Advocate: New Techniques of Persuasion for Trial Lawyers
Silver medalist, 2010 Benjamin Franklin competition, Independent Book Publishers Association, New York City.
Winner, Glyph Award for best business book, 2010, Arizona Book Publishers Association. Small Press Selection,
Independent Publishers Group, Chicago, 2009.

Education

University of Minnesota
B.A. Theater Arts, 1974.

Eastman School of Music
Opera Department, 1975-1976.

Professional Associations

American Bar Association, Litigation Section
International Society for Gesture Studies
Professional Development Consortium, Trusted Advisor