

Marsha Hunter

Curriculum Vitae

Current Position

Marsha Hunter is a legal communication consultant with Johnson & Hunter, Inc. Her clients include elite law firms in North America, the U.S. Department of Justice, the National Institute for Trial Advocacy, and bar associations and law societies from Belfast to Tasmania. Ms. Hunter is a founder and the CEO of the company, which serves the legal profession exclusively.

Courses and Lectures

The Articulate Advocate: Becoming More Fluent on Your Feet
Fish & Richardson, firm-wide training, 2011-2017.

The Articulate Advocate 2: Motions and Pitches
Fish & Richardson, firm-wide training, 2016-2017.

Senior Litigation Associate Training
Skadden, Arps, Slate, Meagher & Flom, firm-wide, 2009-2017.

Senior Transactional Associate Training
Skadden, Arps, Slate, Meagher & Flom, firm-wide, 2015-2017.

New Associate Training
Skadden, Arps, Slate, Meagher & Flom, firm-wide, 2013-2015.

Communication Skills Training
Brownstein, Hyatt, Farber & Schreck, firm-wide, 2011-2017.

Communication Skills for All Practice Areas, Partners and Associates
Schiff Hardin, firm-wide, 2012-2017.

U.S. Department of Justice, Civil Division, Trial Skills
National Advocacy Center, Columbia, South Carolina, 2012-2017.

Motions Training
Fish & Richardson, firm-wide, 2013-2017.

Trial Skills Training

Fish & Richardson, firm-wide, 2013-2017.

The Articulate Advocate: Becoming More Fluent on Your Feet

National Institute for Trial Advocacy, National Education Center, Boulder, Colorado, 2003-2017.

National Trial Skills

National Institute for Trial Advocacy, Boulder and Louisville, Colorado, 2000-2017.

In-House Basic Trial Skills

Allstate Insurance Company, Chicago, 2007-2017.

In-House Advanced Trial Skills

Allstate Insurance Company, Chicago, 2015-2017.

Western Regional Trial Skills

National Institute for Trial Advocacy, San Francisco, California, 2004-2017.

Midwest Regional Trial Skills

National Institute for Trial Advocacy, Chicago, Illinois, 2004-2017.

Mid-Central Regional Trial Skills Program

National Institute for Trial Advocacy, Indianapolis, Indiana, 2005-2017.

Motions Training

Hogan Lovells, Washington, D.C. and Boulder, Colorado, 2012-2017.

The Articulate Advocate: Becoming More Fluent on Your Feet

Consumer Financial Protection Bureau, Washington, D.C. 2014-2017.

U.S. Department of Justice, Criminal Division, Trial Skills Training

Main Justice, Washington, D.C., 2016.

Trial Skills Training

Greenberg Traurig, St. Petersburg, Florida, 2016.

Trial Skills Training

Department of Labor, Boulder, Colorado, 2016.

University of Chicago Law School Lectures and Moot Court Training

Chicago, Illinois, 2014-2017.

Firm-wide Public Speaking Training for Litigators, Transactionals, and Administrators
Meyers Nave, Oakland, California, 2016.

University of Texas Law School Center for Women in Law
Austin, Texas, 2014-2016.

U.S. Department of Justice, Criminal Division, Trial Skills Training
National Advocacy Center, Columbia, South Carolina, 2011-2016.

Kirkland Institute for Trial Advocacy (KITA)
Kirkland & Ellis LLP, Chicago and Washington, D.C., 2005-2016.

Appellate Advocacy Training
Securities and Exchange Commission, Washington, D.C., 2011-2015.

Appellate Advocacy Training
Social Security Administration, San Francisco, California, 2015.

The Articulate Advocate: Becoming More Fluent on Your Feet
Department of Labor, New York City, 2015.

The Articulate Attorney: Becoming More Fluent on Your Feet, Full Day CLE
Virginia Continuing Legal Education, Fairfax, Richmond, 2015.

Trial and Transactional Communication Training
Crowell & Moring, Washington, D.C., firm-wide, 2011-2014.

Tasmanian Advocacy Convention
Law Society of Tasmania, Hobart, 2012-2014.

University of Strathclyde Master of Advocacy Course
Glasgow, Scotland, 2012-2014.

Communication Skills for All Practice Areas, Partners and Associates
Hoge Fenton, San Jose, California, 2014.

Basic Trial Skills, U.S. Department of Justice Office of Violence Against Women
National Institute for Trial Advocacy, National Education Center, Colorado, 2006-2014.

Litigation Counsel Training
Skadden, Arps, Slate, Meagher & Flom, New York, Washington, 2009-2014.

New Findings in Human Factors for Lawyers

Arizona Women's Bar Association, Phoenix, 2013.

The Articulate Advocate: Becoming More Fluent on Your Feet, Full Day CLE

Virginia Continuing Legal Education, Fairfax, Richmond, 2013.

The Articulate Advocate: Becoming More Fluent on Your Feet

Consumer Protection Finance Bureau, Washington, D.C., 2013.

Motions Training

Mintz Levin, Boston, 2013.

Communication Skills for Litigators and Transactionals

King & Spalding, Atlanta, Georgia, 2013.

Communication Skills for Litigators and Transactionals

DLA Piper, New York City, 2013.

Intensive Advocacy Program

University of San Francisco Law School, 2011-2013.

Leadership Institute Training

Arizona State Bar Association, Phoenix, 2013.

Appellate Advocacy Lectures

Robins, Kaplan, Miller & Ciresi, Minneapolis, 2012.

Confident, Assertive, Attentive: How to Find Your Public Voice

Skadden, Arps, Slate Meagher & Flom, Los Angeles, 2012.

In-House Trial Skills

Baker Botts, Houston and Boulder, Colorado, 2008-2012.

The Articulate Advocate

U.S. Department of Justice, Environmental Division Washington, D.C. 2012.

Trial and Transactional Communication Training

Attorney retreat, Duane Morris, Philadelphia, 2011.

In-House Associate Trial and Appellate Advocacy Skills

Sullivan & Cromwell, New York City, 2009-2011.

McGeorge School of Law Trial Advocacy

University of the Pacific, Sacramento, California, 2005-2011.

Senior Litigation Associate Training

Potter, Anderson, Corroon, Wilmington, Delaware, 2011.

Arizona Bar Committee on Persons with Disabilities in the Legal Profession

"Every Body's Abilities," Phoenix, October 2011.

Southeast Regional Trial Skills

National Institute for Trial Advocacy, Fort Lauderdale, Florida, 2004-2010.

Law Society of Northern Ireland Solicitors Training

Belfast, Northern Ireland, 2003-2010.

Arizona Office of the Solicitor General

Preparation for arguments in Arizona Court of Appeals, Ninth Circuit, and U.S. Supreme Court, 2010.

Arizona Attorney General's Office, Appellate and Trial Skills Training

Statewide, 2009-2010.

Cozen O'Connor Women's Initiative

Philadelphia, 2010.

Speaking Persuasively, Thinking on Your Feet

Colorado Women's Bar Association, Vail, 2010.

Appellate Advocacy Training

U.S. Department of Labor, Washington, D.C., 2010.

National Association for Legal Career Professionals

"The Articulate Associate," Professional Development Conference, Washington, D.C., 2010.

In-House Communications Training, Associates and Women's Initiative

Oppenheimer, Wolff & Donnelly, Minneapolis, 2010.

Confident, Assertive, Attentive: How to Find Your Public Voice

Arizona Women's Bar Association, Phoenix, 2010.

The Articulate Advocate

Arizona Bar Association Annual Conference, Phoenix, 2010.

Hillman Advocacy Program, Federal Bar of the Western District of Michigan
Grand Rapids, Michigan Federal Courthouse, 2009.

U.S. Department of Justice, Bankruptcy Division, Trial Skills
National Advocacy Center, Columbia, South Carolina, 2009.

Dean's Lecture, Sandra Day O'Connor School of Law
Arizona State University, Tempe, 2009.

New York Regional Trial Skills
National Institute for Trial Advocacy, New York City, 2009.

In-House Motions, Associates
Howrey, Washington, D.C., 2009.

Becoming a Better Barrister
Northern Arizona Woman Lawyers Association, Yavapai County Courthouse, Prescott, 2008-2009.

Basic Trial Skills, U.S. Department of Justice Tribal Courts Program
National Institute for Trial Advocacy, National Education Center, Louisville, Colorado, 2006-2008.

Northeast Regional Trial Skills
National Institute for Trial Advocacy, Boston, 2005-2008.

Modern Jury Selection
National Institute for Trial Advocacy, Louisville, Colorado, 2008.

Speaking Persuasively, Thinking on Your Feet
Akerman Senterfitt, Orlando, Florida, Associate Retreat 2007.

In-House Advanced Trial Skills
State Farm Insurance Company, Louisville, Colorado, 2007.

In-House Basic Trial Skills
State Farm Insurance Company, Louisville, Colorado, 2007.

Speaking Persuasively, Thinking on Your Feet
Litchford & Christopher, Orlando, Florida, 2007.

Philadelphia Academy of Advocacy
Temple University Beasley School of Law, Philadelphia, 2006.

U.S. Department of Justice, Environmental Division

Advanced Trial Skills Retreat, U.S.D.A. Robert Byrd Center, Potomac, Maryland, 2005.

Law Society of Upper Ontario

Speaking Well in the Courtroom, Toronto, 2005.

Communication Skills for Women

Kaye Scholer, New York City, 2005.

Clients, Johnson & Hunter, Inc.

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| Alston + Bird | Litchford & Christopher |
| Arnold & Porter | McDermott Will & Emory |
| Allstate | McGeorge School of Law |
| Arizona State Bar Association | Meyers Nave |
| Baker Botts | Morgan, Lewis & Bockius |
| Borden, Ladner, Gervais | Munger Tolles |
| Brownstein, Hyatt, Farber, Schreck | National Institute for Trial Advocacy |
| Chadbourne & Park | O'Melveny & Myers |
| Consumer Financial Protection Bureau | Pepper Hamilton |
| Cooley Godward | Potter, Anderson & Corroon |
| Cozen O'Connor | Quinn Emanuel |
| Crowell & Moring | Robins, Kaplan, Miller & Ciresi |
| DLA Piper | Schiff Hardin |
| Duane, Morris | Securities and Exchange Commission |
| Fish & Richardson | Seyfarth |
| Fitzpatrick Cella | Skadden, Arps, Slate, Meagher & Flom |
| Goodwin Procter | State Farm Insurance In-House Counsel |
| Greenberg Traurig | Thompson Coburn |
| Hillman Advocacy Program | U.S. Department of Justice: <i>Environmental Division, Criminal Division, Civil Division, Main Justice, Office of Violence Against Women, Tribal Courts, Bankruptcy Division</i> |
| Hoge Fenton | University of Arizona James E. Rogers School of Law |
| Institute for Professional Legal Studies, Belfast | University of Chicago Law School |
| Jeffer, Mangels, Butler & Marmaro | University of San Francisco School of Law |
| King & Spalding | University of Strathclyde, Glasgow |
| Kirkland & Ellis | Virginia CLE |
| Law Society of Northern Ireland | |
| Law Society of Upper Ontario | |
| Law Society of Tasmania | |

Publications

Books

The Articulate Advocate: Persuasive Skills for Lawyers in Trials, Appeals, Arbitrations, and Motions

(Crown King Books, Second Edition, March, 2016, first edition 2009)

Silver medalist, 2010 Benjamin Franklin competition, Independent Book Publishers Association.

Winner, Glyph Award for best business book, 2010, Arizona Book Publishers Association.

Small Press Selection, Independent Publishers Group, Chicago, 2009

The Articulate Attorney: Public Speaking for Lawyers, Second Edition

(Crown King Books, May, 2013, first edition 2010)

The Articulate Witness: An Illustrated Guide to Testifying Under Oath

(Crown King Books, January 2015).

Blog - *The Articulate Attorney*

<http://www.johnson-hunter.com/blog/>

Book Chapters

The Music is the Message, Tapping Diverse Talent in Aviation (Ashgate, 2003)

Professional Journals

Texas Lawyer

Selecting for Well-Spoken Lawyers, 2013.

ABA Women's Litigation

Nailing Your Direct Examination: You are not wallpaper, 2013.

NALP Bulletin

Do Not Steal My Pause, August, 2016.

Selecting for Well-Spoken Lawyers, December, 2011.

Best Practices, National Institute for Trial Advocacy

Advocacy as a Motor Skill, February, 2008.

Tongue Twisters, Surprisingly Satisfying, October, 2008.

Magazines

Aviation for Women Magazine

Jayne Brodie, Roustabout Wrangler Helo Pilot, October 2004

Women of the Grand Canyon, December 2003

Dorothy Cochrane, Curator, Awesome Air & Space Museum, May/June 2003

Dream Team: Astronauts Hoot Gibson and Rhea Seddon, March 2003

Confronting Offensive Speech, November/December 2002

The Art and Science of Public Speaking, March/April 2001

Finding the Talking Groove, May/June 2001

The Secret of Persuasive Speaking, July/August 2001

Minnesota Monthly Magazine

Journey, Explorations of Place and Heart, July 2003

Education

Embry-Riddle Aeronautical University, Daytona Beach, Florida

Master of Science, Human Factors, Aeronautical Sciences

The Curtis Institute of Music, Philadelphia, PA

Opera Department

Arizona State University, Tempe, Arizona

Bachelor of Arts, Music Performance

Boards of Directors

The Curtis Institute of Music

Alumni Network, Executive Committee, 2016-2018

Governance and Leadership Committee for Reaccreditation, 2016-2018

Board of Trustees, Alumni representative, 2013-2015

Alumni Council, Chair, 2011-2013

The Schubert Club, St. Paul, Minnesota, president, board member, 2000-2006

The oldest continuously-producing solo recital organization in the United States; planned for 125th anniversary of club; evaluated school programs; developed transition plans for new executive director; oversight of \$12 million endowment.

Plymouth Congregational Church, Minneapolis, Minnesota, 2000-2006

\$7.5 million capital campaign committee: added a school wing with 10 new classrooms, renovated the Groveland Food Shelf and the chapel, gutted and renovated the administrative offices.

The 99's, The International Organization of Women Pilots

Secretary, Minnesota Chapter, 1998-2001; Stop Chair, Duluth, Minnesota, Air Race Classic, coordination between pilots and air traffic control, 1999 race.

Arts Over AIDS, Minneapolis, Minnesota, board member, 1991-1995

Produced 12 new songs by 12 Minnesota composers; premiere Walker Art Center, December 2, 1994, live broadcast on Minnesota Public Radio; CD released on 10,000 Lakes label, 1995.

Professional Associations

American Bar Association, Associate Member

NALP, The National Association for Law Placement, Affiliate Member

PubWest

Other Affiliations

The 99's, The International Organization of Women Pilots

Women in Aviation, International

Embry-Riddle Aeronautical University Alumni

Arizona State University Alumni