

A man with a beard and glasses, wearing a dark blue suit, white shirt, and patterned tie, is speaking in a courtroom. He is gesturing with his right hand. In the background, a judge is seated at a bench, and a wooden gavel is visible on the desk. The text is overlaid on a dark green rectangular background.

How to Hold
Resonant
Conversations
with Your Client
and the Jury

res·o·nant

/ˈrezənənt/

the ability to evoke or suggest enduring images, memories, or emotions

Resonant conversations can elicit memories and evoke emotions from the jury. Channeling emotions help decision making by:



Step 1: Start the Conversation

Write 3 open-ended “*what*” questions you can use in voir dire:

Question 1:

.....
.....

Question 2:

.....
.....

Question 3:

.....
.....



Step 2: Go Deeper

When a juror gives a short answer, don't move on.

Write 3 follow-up questions to dig in:

- What do you love about that?
- What's that like for you?
- Why is that important to you?

Your versions:

Follow Up Question 1:

Follow Up Question 2:

Follow Up Question 3:



Step 3: Track & Expand

Practice building on what someone says instead of jumping topics.

Example:

“It sounds like that’s really important to you... tell me more about that.”

Write 2 ways you can track and expand:

Option 1:

.....
.....

Option 2:

.....
.....



Step 4: Listening Check

Circle where you are during conversations:

- Level 1: In your head (thinking of next question)
- Level 2: Listening to the person
- Level 3: Reading the room

Goal: Stay in Level 2 + Level 3



Step 5: Connect to Your Case

What human value is at the core of your case?

(Examples: family, independence, purpose, safety)

Your answer:

.....
.....

How can you help jurors connect to that value in voir dire?

.....
.....

Hi there, I'm Sari de la Motte.

I am a nationally recognized trial consultant, nonverbal communication expert, and acclaimed author of the book, ***From Hostage to Hero: Captivate the Jury by Setting Them Free.***

I have worked with thousands of plaintiff attorneys all over the United States, including members of the Inner Circle of Advocates.



If this prep sheet helped you out, let's take things to the next level:

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