So you want to be a trial lawyer.

By reading this manual, you have chosen not to fail. By choosing not to fail, you are seeing yourself as a trial lawyer. You have resolved to stand up for those whose light shines dim and whose voice is heard small.

It is now time to get your head in the game.

The ultimate goal in any trial is to win. You win by telling your client’s story in such a way that it compels the jury to see and understand it and believe in it the same way you do. You accomplish that by establishing your credibility with the jury—by loving your client, telling the truth, and being real.

You begin the process by understanding who you are and what role you play in your client’s story. You are the person whom the jury trusts to lead them out of the wilderness and into the light, the place where they are safe and they find what it is both they and you seek—justice for your client.

You are no longer a lawyer. Your client does not need a lawyer. Your client needs a warrior as big and as powerful as he can get. You are a trial lawyer. A true warrior for your client. And failure is not an option.

By following the methods set forth in this book, you may not always win, but you will never fail.