

## NEWS & INSIGHTS

---

### HARLAN PRATER SPEAKS AT NETWORK OF TRIAL LAW FIRMS PRODUCT LIABILITY EVENT

September 23, 2018

**BIRMINGHAM, Ala. (September 24, 2018)** — Lightfoot, Franklin & White LLC partner Harlan Prater gave a presentation at the Minneapolis Products Liability SuperCourse hosted by the Network of Trial Law Firms on September 21. The day-long event featured speakers and attendees from across the country to discuss legal issues in product liability.

Prater's presentation, "Opening Statements in Products Liability Trials: Recognizing Jurors' Bias to Persuade and Win," addressed how to craft an opening statement that will catch jurors' attention and capitalize on how they use cognitive shortcuts to process unfamiliar information and make decisions.

Prater's three decades of law practice have been devoted to all types of high-stakes civil trial work, with a focus on product liability and pharmaceutical and medical device litigation. A Fellow of both the American College of Trial Lawyers and the International Academy of Trial Lawyers, he has served as national and regional counsel for various product manufacturers. Prater is one of fifteen Alabama lawyers selected as members of the Product Liability Advisory Council.

Lightfoot, Franklin & White is a **member of the Network of Trial Law Firms**.