

**EXERCISE****OPENING STATEMENTS***Background*

You're on a litigation team. You're defending your client, SafeHome, from a class action lawsuit alleging that their product, a home monitoring system, was defective and failed to alert the homeowners to dangerous conditions in their homes. SafeHome is a large company that was founded a decade ago by a couple whose home was destroyed by a fire.

Your client is adamant that the systems were not defective, but instead, were altered by the plaintiffs. These alterations were an unintended use of the systems, causing them to malfunction. In fact, the warranties covering the systems were indisputably voided by the plaintiffs' actions. Both sides, however, have experts opining on the defects and the cause of the malfunction in the systems. You largely expect that the trial will be a battle of the experts.

Your team is in the middle of preparing for the trial. You're meeting tomorrow to discuss a plan for opening statements.

*Instructions*

Come prepared to discuss these questions:

- What are the different components you need to cover in your opening statement?
- What would you suggest starting the opening statement with?
- How might you tell your client's story?
- How can you try to connect to the jurors during your opening?