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Anatomy of Trial, A Trial Skills Series: Part 5 - Summations

Materials by: Andrew J. Smiley, Esq.



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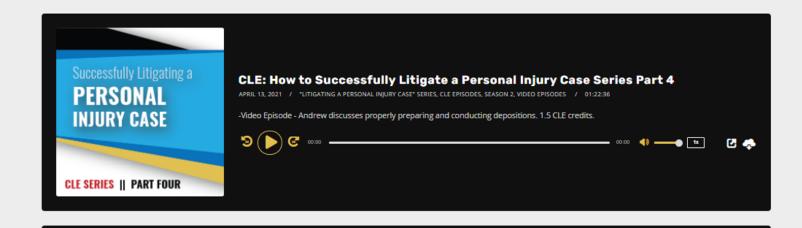






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VIDEO EPISODES



Season 2 - Episode 9: Racing Cars with Chris Paiz

JANUARY 26, 2021 / ADMIN / INTERVIEW EPISODES, SEASON 2, VIDEO EPISODES

-Video Episode - Andrew interviews Chris Paiz, a fellow lawyer and car racing enthusiast.

















Season 2 - Episode 8: An Interview with Brooklyn, New York's DA Eric **Gonzalez**

DECEMBER 29, 2020 / ADMIN / INTERVIEW EPISODES, SEASON 2, VIDEO EPISODES

-Video Episode - In this week's episode, Andrew welcomes the District Attorney of Kings County in Brooklyn, New York, Eric Gonzalez.















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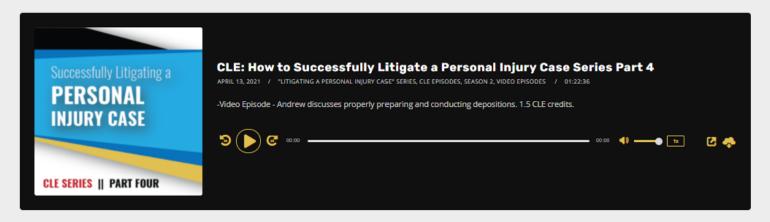


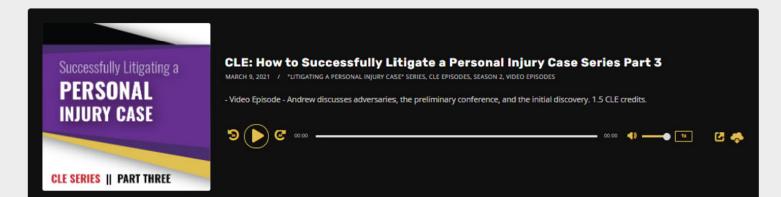


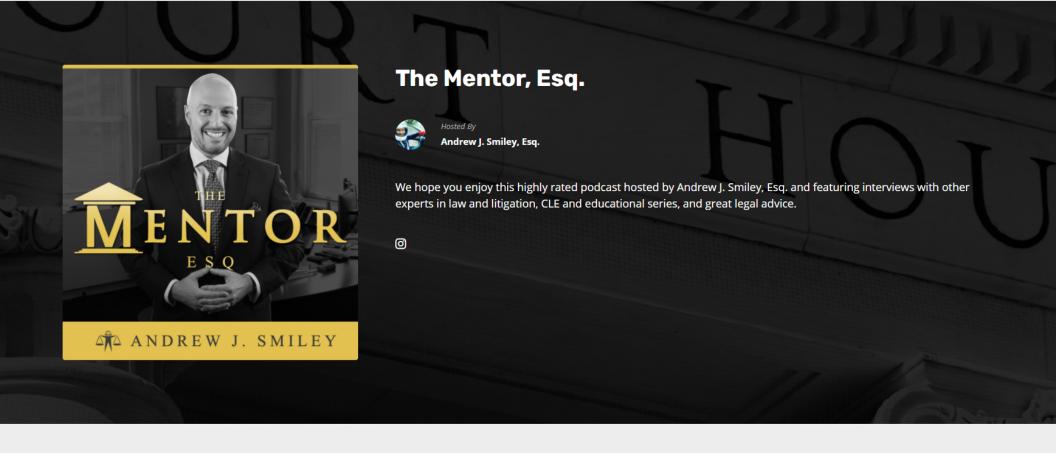












CLE: Taking the "Umm..." out of SUM/UM Coverage

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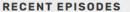
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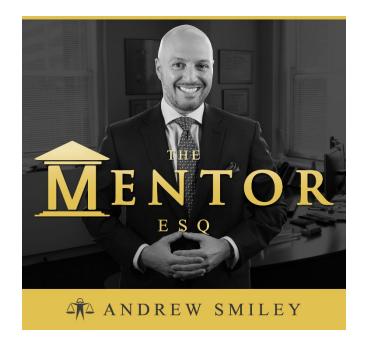








- > CLE: How to Successfully Litigate a Personal Injury Case Series Part 4 April 13, 2021
- > CLE: How to Successfully Litigate a Personal Injury Case Series Part 3 March 9, 2021
- > CLE: Taking the "Umm..." out of SUM/UM Coverage February 23, 2021
- > CLE: How to Successfully Litigate a February 9, 2021



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CURRICULUM VITAE

Education:

·Brooklyn Law School - Juris Doctorate 1996

Moot Court Honor Society - Vice President/Executive Board (Chair of Trial Division)
Moot Court Honor Society - Competitor - National Appellate Trademark Competition
Moot Court Honor Society - Coach, National Trial Team - Regional Champions
CALI Excellence For The Future Award - Advanced Legal Research
Judge Edward and Doris A. Thompson Award for Excellence in Trial Advocacy

·Tulane University, New Orleans, LA - Bachelor of Arts (Honors, Psychology) 1993

Professional:

· Smiley & Smiley, LLP

Managing Partner & Senior Trial Attorney, January 2001 - present Associate, June 1996 - December 2000 Law Clerk, September 1993 - June 1996 Major verdicts and settlements in plaintiffs' personal injury, medical malpractice and wrongful death litigation.

- · Adjunct Clinical Instructor of Law Brooklyn Law School, Trial Advocacy Program (1998-2004)
- · New York "Super Lawyer" 2010, 2011,2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021

·Bar Admissions:

- The United States Supreme Court
- New York State Courts
- United States Eastern District, Southern District & Northern District of New York
- United State District Court of Vermont.

Organizations/Affiliations:

- ·New York State Academy of Trial Lawyers
 - -Immediate Past President (May 2018- May 2019)
 - -President (May 2017 May 2018)
 - -President-Elect (April 2016- May 2017)
 - -Vice President 1st Dept. (July 2013-May 2016)
 - -Executive Committee (May 2019 present)
 - Board of Directors (2013- present)
 - Judicial Screening Committee (2013- present)
- ·New York City Trial Lawyers Alliance
 - -Chairman of Board of Governors (July 2017 July 2019)
 - -President (July 2015 July 2017)
 - -Vice President (June 2013 July 2015)
 - -Treasurer (June 2011 June 2013)
 - -Secretary (June 2009- June 2011)
 - -Board of Directors (2000-present)
- · Judicial Screening Committee, Kings County Democratic Party (2013)
- ·New York State Bar Association
- · Brooklyn Bar Association
 - -Medical Malpractice Committee
 - -Supreme Courts Committee
- The American Association for Justice
- ·American Bar Association
- ·Brooklyn Law School Alumni Association
- ·National Order of Barristers
- · Friars Club member

Continuing Legal Education (CLE) Presentations:

How to Successfully Litigate a Personal Injury Case Series - Part 2: Early Settlement, Jurisdiction, Venue & Commencing The Lawsuit, New York State Academy of Trial Lawyers, February 3, 2021

How to Successfully Litigate a Personal Injury Case Series - Part 1: Getting the Case, Investigation and Ready to File, New York State Academy of Trial Lawyers, January 6, 2021

Brick by Brick: Building a Personal Injury Practice, New York State Academy of Trial Lawyers, December 10, 2020

Working with Experts to Build Your Case, New York State Academy of Trial Lawyers, October 8, 2020

Fitness Industry Liability: Gyms, Trainers and Waivers, The Mentor Esq. Podcast, September 8, 2020

Let's Make a Federal Case Out of It: Litigating Personal Injury Cases in Federal Court, New York State Academy of Trial Lawyers, June 9, 2020

Crisis Management - The Corona Virus Pandemic, The Mentor Esq. Podcast, April 9, 2020

Do You Have a Federal Tort Claims Act Case in Your Office, New York State Academy of Trial Lawyers, December 10, 2019

Auto and Truck Claims, Accidents and Litigation 2019 – Evaluating Damages and Use of Experts, New York State Bar Association, September 9, 2019

Thoughts and Strategies in the Ever-Evolving Product Liability Litigation – The Plaintiff's Perspective, The Defense Association of New York, March 12, 2019

Trial Techniques: Lessons on Dealing with Millennial Jurors; Summations; Requests to Charge and Post-Trial Motions, The Defense Association of New York, January 31, 2019

Trial Techniques: Interactive Lessons from the Plaintiff and Defense Perspectives, The Defense Association of New York, September 17, 2018

Punitive Damages – What to Plead, What to Prove: Medical Malpractice, New York State Academy of Trial Lawyers, June 8, 2017 & June 21, 2017

Presenter on Evidence, 2016 Annual Update, Precedents & Statutes for Personal Injury Litigators, New York State Academy of Trial Lawyers, September 30, 2016

Continuing Legal Education (CLE) Presentations Continued:

Medical Malpractice in New York: A View from All Sides: The Bench, The Bar and OCA, New York State Bar Association, October 11, 2015

Effectively Using Experts in Personal Injury Cases, Lawline, October 8, 2015

Killer Cross Examination Strategies, Clear Law Institute, April 21, 2015

Powerful Opening Statements, Clear Law Institute, January 13, 2015

The Dram Shop Law: New York Liquor Liability, Lawline.com, November 20, 2014

Killer Cross Examination Strategies, Lawline.com, November 20, 2014

Trial Techniques: Tricks of the Trade Update, Lawline.com, October 14, 2014

Personal Trainer Negligence Update, Lawline.com, October 14, 2014

Trial Techniques – Part 2: Cross- Examination & Closing Arguments, Brooklyn Bar Association, May 15, 2014

Trial Techniques – Part 1: Jury Selection, Opening Statements & Direct Examination, Brooklyn Bar Association, May 7, 2014

Health, Fitness & Adventure Sports Liability, New York State Bar Association, August 1, 2013

Direct Exams: How To Make Your Witnesses Shine, New York State Academy of Trial Lawyers, May 6, 2013

Opening Statements: A Recipe for Success, Lawline.com, August 7, 2012

"You Had Me at Hello": Delivering an Effective and Powerful Opening Statement, New York State Academy of Trial Lawyers, April 1, 2012

Preparing the Construction Accident Case, New York County Lawyers Association, March 26, 2012

The Nults and Bolts of a Trial, New York State Academy of Trial Lawyers, October 24, 2011

Personal Trainer Negligence, Lawline.com, March 22, 2011

Effectively Using Experts in Personal Injury Cases, Lawline.com, May 4, 2011

Continuing Legal Education (CLE) Presentations Continued:

Trial Techniques: The Tricks of the Trade, Lawline.com, February 16, 2011

Practice Makes Perfect: Learn to Practice Like a Pro, Lawline.com, January 18, 2011

Jury Selection 101, New York State Academy of Trial Lawyers, December 14, 2010

Practical Guidelines for Getting Items into Evidence, Lawline.com, March, 2010

Winning Your Case: Trial Skills that Count, Lawline.com, August 21, 2009

<u>Television Appearances – Legal Commentary:</u>

Fox News Channel

- -The O'Reilly Factor
- -What's Happening Now with Martha McCallum
- America's News Room
- Fox & Friends
- -Fox Business Channel
- -Neil Cavuto
- -Money with Melissa Francis

CNN - Anderson Cooper 360

ET – Entertainment Tonight

Bloomberg TV

Headline News

Tru TV

Court TV

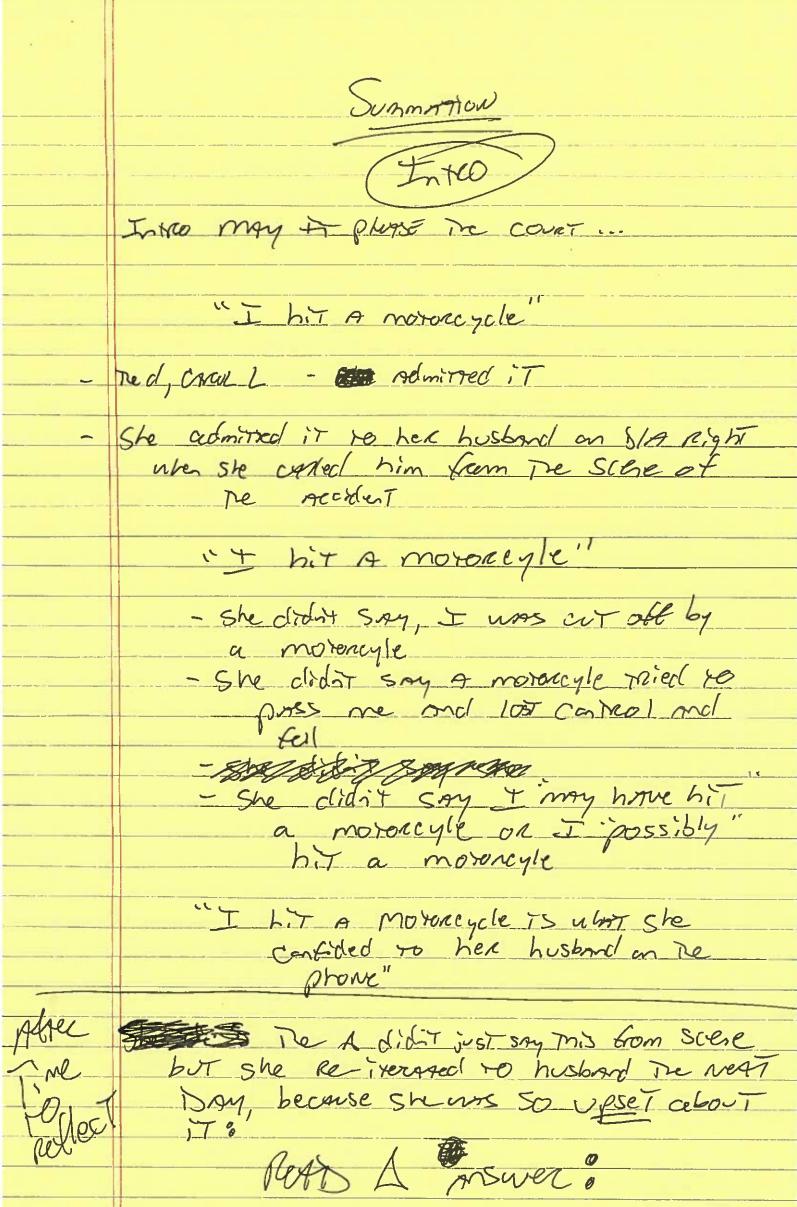
The Morning Show with Mike and Juliet

Interests, Hobbies:

Tennis, Porsche Club, Sim Racing, Yoga, Cooking

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1	CURRENT COURT OF THE CTATE OF NEW YORK
2	SUPREME COURT OF THE STATE OF NEW YORK COUNTY OF KINGS- CIVIL TERM-PART 45
3	NELL MELLON, :
4	Plantiff,: INDEX NOagainst- :
5	CRUNCH, AGT CRUNCH ACQUISITION LLC, : Defendant.:x
6	S U M M A T I O N S 360 Adams Street
7	Brooklyn, N.Y. 11201
8	February 21, 2012
9	B E F O R E:
10	HONORABLE ANN PFAU, Judge, And A Jury.
11	
12	APPEARANCES:
13	SMILEY & SMILEY, LLP. 60 East 42nd Street
14	New York, New York 10165 BY: ANDREW J. SMILEY, ESQ.
15	For the Plaintiff
16	MALPERO & PRISCO LLP 295 Madison Avenue
17	New York, New York 10017 BY: ANDREW L. KLAUBER, ESQ.
	For the Defendant
18	
19	
20	
21	
22	LISA L. DIMINO, RPR SENIOR COURT REPORTER
23	SENIES. COOK. REPORTER

2	(The following is a trial excerpt.)
3	MR. SMILEY: Thank you, your Honor. May it
4	please the Court, Judge Pfau, counsel, members of the
5	jury, hello. This case is brought against Crunch,
6	the company Crunch, as a result of the negligence of
7	its employee, Gavin Umeh. The judge will instruct
8	you that he is not responsible for his acts. Crunch,
9	big gym chain. We have heard, at least during this
10	trial, that they have twelve franchises or gyms on
11	the east coast alone, over 200 trainers, all that are
12	employed in the industry.
13	We bring this case against Crunch, and isn't
14	it so interesting that Crunch didn't bring one person
15	in here to sit on that stand before you, members of
16	the jury, to vouch for their trainer? You didn't
17	hear from one person from Crunch come in here and

say, yeah, if he was our trainer, we stand behind

him, he was trained properly, he followed proper

Proceedings

20	procedures, he picked proper exercises, he spotted
21	properly. Not one to vouch. Interesting.
22	Now, we had Mr. Coker, you may recall William
23	Coker, we called him to the stand to testify. I
24	tried to ask him as much as I could about Crunch, the
25	practices and policies. We learned a little bit
26	about forms that have to be documented. When I got

Proceedings 3 1 2 into the area of spotting and toe-tapping, and all of 3 that, objection--4 MR. KLAUBER: Objection. MR. SMILEY: Objection. Objection, when I went to ask him all that, objection, objection. 6 7 MR. KLAUBER: Objection. May we approach? THE COURT: No. Overruled. 8 9 MR. SMILEY: And then after I was done asking 10 the best I could, so you jurors can decide this case 11 on the issues and the facts and have the proper 12 information, it was then Mr. Klauber's opportunity. He had William Coker on the stand. Mr. Coker, who we 13 learned was the head of personal training for the 14

entire east coast of Crunch gym, he personally

15

16	oversaw personal training of all twelve gyms, all the
17	ones in New York City, the one involved in Nell's
18	accident in Brooklyn. He was in charge of over 200
19	personal trainers, the training program, the personal
20	training managers. He was sitting right here for
21	you, members of the jury.
22	And when it was time for the defense to ask
23	him a question to vouch for his trainer
24	MR. KLAUBER: Objection.
25	MR. SMILEY:did you hear one question
26	being asked?

1	Proceedings 4
2	MR. KLAUBER: Your Honor, may we approach?
3	THE COURT: Overruled. No.
4	MR. SMILEY: No, you didn't. Ask yourselves
5	why. Why not? Not only did they not ask Mr. Coker a
6	question to vouch for their employee to say what the
7	standards were or anything like that, but they could
8	have brought an expert witness in here to testify
9	before you, members of the jury.
10	MR. KLAUBER: Objection, your Honor.
11	THE COURT: Overruled.

MR. SMILEY: They could have brought an expert
the same way we did. They didn't have to. But, they
could have. Certainly, they could find an expert
either within their own ranks, one of their 200 plus
trainers or someone within the industry. It's
Crunch. Certainly, they could reach out to someone
in the sports and fitness industry with credentials
like Mr. Nelson to come sit in this chair, take an
oath to tell you folks the truth and tell you about
proper standards and to vouch for the actions of
Gavin Umeh, to tell you, yeah, it's okay that he had
Nell do that toe-tap exercise, even though it was
over twelve inches high with a bench and she'd never
done it before, yeah, that was fine, yeah, he
followed all the rules, it was okay, he didn't have

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to break her fall or prevent her fall or be her

3 safety net.

Not one person. Ask yourselves why not. You know why not. You know exactly why not. As you sit here, come on, you're from Brooklyn, you know why because if somebody could come in here and say that

under oath on the witness stand to lay their credentials on the line for you to say, yes, I'm an expert, I have been in this industry, I know the standards, I know how it works, he did everything right. If there was one person who could do that, maybe we would have heard that, but we didn't. That's because nobody could come to vouch for what he did, that's why, because he was negligent. That's why, members of the jury.

The only person we heard from from the defense case was Gavin, the trainer, himself who was responsible for this occurrence and accident. I'll submit to you he's probably not the most objective person to hear from about the standards and we didn't even hear that from him. He wasn't asked what the standards were at Crunch, how he was trained, what he was taught to do. We didn't hear any of that. His lawyer could have brought out his credentials, his experience, his

1		Proceedings	6
2	training.		

Was he even asked what certifications, where

he went to school, what kind of training they give him at Crunch, what experience or expertise, what qualifications he had to make sure Nell was trained properly? Nell didn't pick him out of a website or go to him in his own gym. She went to Crunch.

You heard from her she had an expectation that Crunch's trainers were qualified and knew what they were doing and she could be safe. We didn't hear any-- we don't know anything about that man. Certainly, we know he wasn't an expert. Could have gone through the same thing we did with Mr. Nelson, laid out his credentials here and asked Judge Pfau to recognize him in the field of personal training. That wasn't done.

So, what did we learn from Gavin? What pieces of information that are important for you folks to know in your deliberations in this case? Well, a few standard rules we did know about. We know he didn't follow -- he didn't fill out the PARKU (ph.) or the fitness assessment or the goal assessment forms. These things are important.

The defense may try to minimize it and say it didn't matter, it's part of the process of trying to

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get to know the client and part of the process of getting to train the clients. He didn't do any of that. He put her right to it, got right to work. And we know that on just the second day of training, the day that Nell told him she was sore, it was a

different experience for her.

We know that he decided for whatever reason to pick this exercise out of a hat, this toe-tap exercise. And he told us, oh, she could do it, she did jumping-jacks, might as well have her do this. Didn't give you any explanation, any actual logic or reasoning for his training or experience to explain why he would choose an exercise like that for a woman like Nell. She wasn't there to train as a professional athlete. She wasn't training for a marathon or anything like that. She just want to get fit.

So, he picks this exercise out of thin air. He claims to have done a program progress and laid it all out. You think he did it? That's up to you. We didn't hear about it. We didn't see it. We didn't know it existed and he picks this exercise for her to do, knowing she's never done it before. That's

25	important,	ladies	and	gentlemen,	it's	an e	exercise	she
26	hadn't don	e before	·]	[t doesn't	matter	wha	at her	

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Proceedings 2 ability was, it doesn't matter if she could do it 3 like a shining star athlete, doesn't matter if I could do it, if Mr. Klauber could do it, none of that 4 5 matters. Matters what her background was. Nell had 6 7 trained with Telly Gethers, we heard, forty-eight 8 times. Defense wants you to believe because she 9 trained with her, that makes her an expert athlete. 10 What we know is she went with a trainer. She put her trust in great experience, working safely, did her 11 exercises that she felt confident in doing and that 12 her trainer was there for her to establish that 13 trust. That's all we know. 14 15 And what we do know is that she had never

done a toe-tap before. For whatever reason, Telly

didn't have her do it, not at an elevation, not even

on the ground, she had never done it before. Gavin

even do it just on the floor, just to get the

knew that. Knowing she had never done it, she didn't

movement down or holding a ball or anything like
this, he brought her over to a high bench to do it.
He demonstrates it and he tells her to do it, knowing
she had never done it before, okay?
It's not bad enough that he picks it in the
first place, but then, knowing she's never done it

Proceedings 9

before, he's supposed to be there for her at the very least, let her know, Nell, listen, you may stumble, you may fall, this could happen, I'm here for you, I'm going to catch you, I'm right here, you get here, do the exercise, I'm right here for you, I'll grab you, I'll step in, I'll be there for you.

He purposefully didn't tell her any risks, he didn't tell her she could fall, he didn't tell her how to fall, he didn't tell her, I'll be there, I

these things he didn't do.

And then, members of the jury, when it's time

gotcha, knowing she never done it. He stands there,

says, go for it, give me twenty. He could have held

her hand, said, let's try the movement, let's do it

on a floor, let's do it at a lower progress, all

for her to do it, proper standard of care, according to Delon Nelson, is to be there, be on it, have a hand, be ready 'cause you don't know what's going to happen, you don't know if she's going to be able to do it or not. You just don't know. And knowing what Gavin admitted on the stand, that she could fall backwards, he's there, he's watching her feet, he's ready, and sure enough, that's what happened. She couldn't do it right. Okay.

She never done the exercise before. I don't

1 Proceedings 10

know if anybody in this room could have done it.

Right? If we all could have, some could, some

couldn't. She couldn't. She tried and she failed.

He set her up for failure. He gave her something

difficult and challenging she had never done, wasn't

there to aid her, hold her hand, make sure she could

do it right, learn the moves right.

And then, even though he claims to have been here, he's standing there, sure enough, she falls and she falls backwards. She doesn't fall that way. She doesn't fall in some unusual way. His testimony was,

oh, it was unexpected. It wasn't unexpected. This is exactly what he knew could happen, that she could fall. I still don't get his explanation. I don't think anybody could, that she stepped up and she jumped up and jumped back like a Jackie Chan move or some catwoman thing where she does a somersault. You can't even get a hand on it.

It just doesn't make sense. It defies logic, defies common sense, if he's doing his job, he's right here for her. You heard him say, he's fit, works out regularly, he's a trainer, he's got fast reflexes. Actually, what you'd expect a trainer to be. He isn't some guy off the street who's never been in a gym before. He's supposed to be in shape

1 Proceedings 11

and know what to do. It's his job. He's right here.

And the very first move, she stumbles back, he doesn't step in, he doesn't grab her, he reach for her. Does that make any sense? Not only does he not catch her, which by the way, he said, oh, it's not my job to catch my client if she falls during an exercise, it's not my job. You think if he told Nell

9	that before she started working out with him, she'd
10	still want to train with this man? Not my job and
11	she falls back, and he didn't get a hand on her,
12	okay, think about that. Just think about that.
13	He's standing here. She falls backwards. He
14	doesn't say, well, listen, I grabbed her, we both
15	tumbled to the ground, I got my hand on her wrist,
16	she fell, it was kind of awkward, I tried to break
17	her fall, she went this way, I went that way.
18	Nothing. Nothing. He didn't get any part of her
19	body. He didn't touch her arm, didn't touch her leg,
20	her hip. Nothing. Use your common sense. Come on.
21	And if you use your common sense, it will
22	tell you that anybody standing there doing their job
23	would have gotten a hand on her. He wasn't there,
24	okay? He wasn't there. He was standing off to the
25	side. He said, go, give it, give me twenty and she
26	took a header straight back. And the only thing that

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broke Nell's fall was her wrists. That's it.

You heard the ground broke her fall. Not
Gavin. That was his job. That's what the evidence

showed. There's no dispute about that, members of the jury. And we heard about that from Delon Nelson, an expert who took the stand here and testified he laid his credentials on the line. He took an oath to tell you the truth.

And what he said just makes sense. I mean, he's been in this industry, look at his credentials. He has a bachelor's degree in Physical Education and health science. He taught at City College, then he went out as a trainer at Crunch, of all places, for six years. He was promoted to personal training manager, position higher than Gavin has, someone who oversees the trainers. He told you for a while he's at a popular Crunch in Manhattan.

He was the liaison with publications with the media to talk about fitness. He was the head trainer selected to work with Ms. USA pageant. He worked there. He knew his stuff. He had certification after certification. He trained kick-boxers. He kick-boxed. He went to Thailand. He's been around for seventeen years, training thousands of people.

Okay. I think that's some good experience.

Certainly, a lot more than anything else you heard.

What he said makes sense. Let's listen to what Delon Nelson said. First of all, he said that people come to a gym and they hire a trainer for their safety. That's the-- number one, of course, you hire a trainer to get you fit and get in shape, you want to be safe, you don't want to hurt yourself, you don't want to be one of those people who shows up to a gym and starts piling weights on a rack and does something and gets injured. You want to be safe.

That's the trainer's job, to pick proper exercises and to make sure your client doesn't get injured while doing them. That makes sense. When I asked him about the toe-tap exercise, he demonstrated, came down here and he showed you how to do it on the floor first and how a client can get exercise out of that.

And then he said if that's not enough just on the floor, give the client a physio ball, that makes it harder. And if that's too easy, let her raise it above her head. There's no risk of training or fall or getting injured on an apparatus. He doesn't consider any of that. Then you can increase the ball, you can increase the rate. And then if all

Proceedings	14

I went over to the step over here by the witness stand. He said, you can do six inches, you can do the exercise on six inches. No reason to go all the way up over a foot high on the bench for the very first time.

Not only did he say it as an expert with his education and experience in the field, but it also just makes sense. It just makes sense. He said that beginner level, this exercise would be at no elevation or up to six inches. Intermediate level of this exercise would be six inches to twelve inches. And over twelve inches would be advanced. Mr. Nelson said the only reason he picked that exercise to have one of his clients do would be one of his Muay Tai kickboxing clients because those are athletes that need to be in crazy condition shape to go into a ring and fight for their job. It wasn't Nell.

There's no need to do it. No need to have her go right to that. You've got to crawl before you can walk, before you can run, before you can jump.

He didn't get in an explanation for it. Gavin didn't give a proper explanation and nobody from Crunch came in to say it was appropriate to advance her right to that.

Delon explained-- Delon Nelson said, our job

Proceedings

as trainer is to give a safety net. He gave a great analogy. I want you to consider the trapeze analogy, if a client is going to go and swing from a trapeze and a client sees there's a net under there and sees somebody go first and swings and goes flying off, they don't catch-- they don't do the proper move, the net catches them, they bounce down, the client knows the net is there, says, okay, I'm going to give this a shot, looks kind of hard, kind of difficult, I know if I don't do it right, the net will catch me.

That's the trainer's job, to be that safety net.

Then imagine going up on that trapeze, thinking the net's there, swinging and stumbling and falling off, falling down, and there's no net. You go crashing to the ground. That's what happened in this case, members of the jury, Gavin Umeh was

18	supposed to be Nell's safety net and wasn't there for
19	her. That's what happened. That was his job.
20	That's what the evidence showed. And there's been no
21	dispute about it, frankly, no dispute, whatsoever.
22	Gavin failed. Now he set her up for failure.
23	He picked an exercise that was too advanced. And
24	knowing she had never done it before, he should have

been there and ready for her. He should have helped her. He should have progressed her. He should have 26

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1 Proceedings 16

caught her, prevented her from falling, gotten his 2 hands on her. 3

> Members of the jury, we heard from Nell. Now, it's interesting that the defense wants you to think that Nell is negligent, Nell did something negligent. She did the exercise wrong. That's negligence? Haven't we all been in situations where we've been asked to try something and you try and you just don't do it right? Does that make her negligent? If anything, if you look at what Nell had to say about her experience and her background in selecting a trainer, everything was quite reasonable,

to say the least.

At the time, she was thirty-seven, bartender, she just wanted to get in shape. She wanted to lose a little bit of weight, feel good about herself and get a little bit fit. And she decided to do it by hiring a trainer. She paid for that safety net. She didn't go off half-cocked into the gym and say, let me mess around and try to get myself in shape.

When you hear about waivers and you know the risks and when you sign that form to join the gym with all the fine print in it, saying you don't know the risks of injury in the gym. That's not this case. We're not here saying if someone gets injured

Proceedings 17

while working out, they have a lawsuit, there's

negligence. People get injured all sorts of ways,

but not like this. Nell wasn't there messing around.

She wasn't trying to do something.

She didn't say, oh, I'm going to try this

exercise, I saw somebody do it on You Tube or TV, I'm going to see if I can do it. She didn't do it.

She's not negligent. If anything, she was

reasonable. On a bartender's salary, she budgeted to have a trainer and she told you she went to the gym, if it wasn't for yoga, to work with a trainer to guide her through and work great with. That's what she had Gavin for when he asked her to do this exercise.

Oh, she's negligent. The defense will have you believe she should have said, oh, by the way, I'm not going to do that exercise, oh, you better get here close to me. She's negligent for not doing that. She put her trust in him. She was reasonable. Given her experience with Telly, it's her understanding you trust your trainer. Trainer says you can do it, say okay, it looks a little scarier, but I'll try it, knowing that the trainer's the

26 That's reasonableness. That's not

safety net and there if you mess up.

1 Proceedings 18
2 negligence. Nell explained her reasoning. She said,
3 I was tired, my legs were sore, he demonstrated,
4 looked hard, I said, really? He said, yeah. I said,
5 okay, I'll give it a try. She was trying her best.

It wasn't negligent. Think about that, members of the jury. He was a safety net. He failed her.

She didn't do anything wrong in this case.

The fact that she had been to a gym before or was there during the month of January, she explained she went for yoga, the month of January, she went to meet with the advisor to find out about switching her trainers. What did she do wrong here? She didn't do anything wrong.

Now, the verdict sheet that you're going to get, I'm going to go through it, each question. The first question that you'll have is, were the defendants negligent? Yes or no. That's a decision that five out of six of you will have to make, yes or no. The answer to this-- there's really only one answer when you look at the real evidence that you heard is yes.

We heard from Delon Nelson, the only expert testimony, you heard in this case that it is a departure from good and accepted training practice to have a client with any level ability do an exercise

like this, toe-tap like 12.4 inches high without first making sure she can do the movement at a lower level first and properly do the exercise, that's negligence. That's what you heard from the evidence. That means you check off yes.

The other negligence is the failure to be there to spot her, so that if she did fail in trying, that you can catch her, prevent the fall. That was negligence. And we don't have to prove both. We only have to prove one. But, I feel we have clearly proven both. And you can pick one or both, either or all the above, any way or shape, he was negligent and there was no evidence to the contrary.

After you check yes to the negligence part, the next one is: Was the defendant's negligence a substantial factor in causing the incident. The judge is going to instruct you on what that means, but basically, did it cause it, did his negligence cause her accident? The answer's yes. Again, check it. He shouldn't have had her doing the exercise. That was a substantial factor. He should have prevented her fall. That was a substantial factor. The answer's yes.

The question after that is: Was the plaintiff negligent? Now, the judge will instruct

1	Proceedings 20
2	you when you get to this part, the burden shifts just
3	the same way. We have the burden to prove that the
4	defendant, through Gavin, was negligent. The burden
5	shifts to the defense.
6	MR. KLAUBER: Objection.
7	THE COURT: Sustained.
8	MR. SMILEY: And it's up to them to prove to
9	you
10	MR. KLAUBER: Objection, your Honor. He's
11	continuing with the same
12	THE COURT: No.
13	MR. KLAUBER: It's up to them.
14	MR. SMILEY: It's up to them to prove to you
15	that she was negligent, just like some evidence for
16	you to think there was some credible evidence here
17	that she did something that wasn't reasonable. There
18	is none. If you collectively, amongst yourself,
19	think about this trial, there's nothing that says
20	she's negligent. The answer's no, not even a piece
21	of evidence to consider about.

And then you don't even get to the remainder,

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23	which would be if her negligence was a substantial
24	factor, you don't even get to that question, which
25	would be no 'cause there was no negligence.
26	Last question that's here that if you did

1 Proceedings 21
2 find that the defendant was negligent and Nell was
3 negligent, then you're asked to divide up the pie to
4 100 percent, okay? That's how the verdict works.
5 And you all have this when you go to the jury room.

Members of the jury, the evidence was clear here. Okay. And again, you've got to remember that it's not about who can and who can't do this exercise. Mr. Klauber wants you to think he can do the exercise and it's simple. That wasn't the case. He wasn't even sure. Even assuming he's the best athlete in the world, he's in great shape, he can do this exercise, that doesn't mean it's right for Nell. Doesn't mean a thing.

You heard the example Delon Nelson gave to you, if he asked everybody in this room to do push-ups, some would be able to do it great, some would be on their knees, some, one arm, everybody

different levels. You have to know and you have to progress. Okay.

There's no doubt about the negligence. And if there is, this is what I ask of you, members of the jury, when you go into that jury room after her Honor instructs you and you're deliberating, if there's any doubt in any of your minds as to whether or not the answer's yes, consider two questions.

Proceedings 22

And I'm not going to tell you the answer, I'm going to ask among yourselves, question number one:

If Gavin Umeh was really following the proper standards of care in his profession in the industry of personal training, in selecting Nell, given everything he knew and didn't know about her, given these accidents, if it was proper, how come not one person took an oath to vouch for him? That's question number one.

Question number two, if he was really there, if he was really where he claims to be, if he was really where he was supposed to be, spotting her on this exercise, how come he didn't get a hand on her?

15	Forget about catching her, ready to fall, how come he
16	didn't get a hand on her?
17	On behalf of myself and on behalf of Nell,
18	you've been extremely patient. I appreciate that.
19	So does she. Very important matters to everybody
20	involved in this action. And I thank you for your
21	patience. I thank you for your attention that you've
22	given to this case and continue to give. Thank you.
23	(Summation concluded.) CERTIFICATION
24	I hereby certify that the foregoing is a true and accurate copy of the stenographic proceedings of
25	the hearing held in the above matter.
26	LISA L. DIMINO, R.P.R. OFFICIAL COURT REPORTER



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