



Real-time Performance Coaching for High-Stakes Litigation

When Performance Slips, Strategy Isn't the Problem

You've prepared a flawless direct examination. Your witness knows the facts cold. Ten minutes in, you've lost the jury, and you can feel it.

The problem isn't your legal strategy. It's your performance.

In high-stakes litigation, outcomes are often decided not by preparation or substance, but by **how advocacy is executed in the room** — under pressure, in real time, when attention, authority, and trust are fragile.

This is the moment Vox Vera is built for.

What Vox Vera Does

Most trial consulting firms focus on jury selection, messaging themes, and graphics.

Vox Vera does something different. **We coach the lawyers — in real time, when it matters most.**

We work inside live litigation to help lawyers and witnesses maintain clarity, authority, and connection when performance begins to drift. Our focus is not abstract persuasion or post-hoc analysis, but **execution under pressure.**

Think of Vox Vera as your **offensive coordinator, professional tennis instructor, and acting coach combined.** We work with you in advance, assess how your advocacy is actually landing, meet with you during breaks, and make **fast, surgical adjustments** to:

- Physical presence and gravitas
- Pacing, rhythm, and tone
- Vocal authority, clarity, and stamina
- Non-verbal communication
- Handling of objections and disruption

- Connection with the jury, judge, or room

Not after the trial. **Before it. And during it.**

Why This Work Matters

Top litigators are trained extensively to research, write, and analyze. Far fewer receive expert training in **physical advocacy skills** — voice, breath, presence, movement, language, and embodied authority — especially in live courtroom conditions.

Yet decades of jury research and judicial decision-making studies show these skills materially affect:

- Juror attention and credibility assessments
- Judicial receptivity
- Witness effectiveness on direct and cross
- Narrative coherence across days or weeks of trial
- The ability to recover quickly when momentum shifts

As AI and technology level the playing field on legal content, **presence has become the decisive differentiator**. It cannot be automated, outsourced, or fixed after the fact.

Moments That Decide Trials

Trials rarely turn on a single argument. They turn on moments — subtle shifts in attention that arrive without warning and demand an immediate, embodied response.

- A cross-examination that begins in control and, three answers later, feels combative rather than compelling.
- A witness who knows the facts cold but begins to shrink under pressure — voice tightening, answers growing shorter and more defensive with every question.
- A technically brilliant expert who drifts from teaching to explanation, losing the room one juror at a time.
- A logically sound opening — delivered via PowerPoint — that begins to lose emotional connection with the jury in the first five minutes.
- A sustained objection that interrupts rhythm and quietly fractures authority.

These inflection points are nearly impossible to self-correct in real time without practice and trained external observation. And once momentum shifts, it compounds.

Vox Vera works inside these moments. We monitor how arguments are physically embodied in the room — breath, posture, voice, language, movement, presence — and intervene exactly at the point when drift begins. The goal is not stylistic polish or self-monitoring. It is stabilization, recalibration, human connection, and reestablishing presence before credibility erosion sets in.

Strategy sets direction. Performance in decisive moments determines outcomes.

How Vox Vera Complements Trial Consulting Firms

Vox Vera is not a replacement for traditional trial consulting. We are additive — and distinct.

Trial consulting firms excel at:

- Jury research and analytics
- Message testing and theme development
- Case structure and visual strategy

Vox Vera focuses on:

- Live delivery under pressure
- How arguments and testimony are physically embodied
- Real-time adjustments when performance slips
- Helping lawyers and witnesses stay nimble and regain authority quickly

Trial consultants help determine what should land. Vox Vera ensures it *actually* lands.

We frequently collaborate with trial consulting firms to ensure that strong strategy is matched by equally strong execution in the courtroom.

Trial Consulting Engagements

Vox Vera provides confidential, peer-level trial consulting for high-stakes matters, including:

- Direct & cross-examination coaching
- Expert & lay witness preparation
- Openings & closings
- Voir dire
- Oral argument & appellate advocacy
- Depositions & witness interviews
- Mock trial performance refinement

- Witness casting for trials & mock-trials
- On-call or on-site trial support

Engagements range from surgical Zoom or in-person **90-minute Strategic Litigation Intensives** to **multi-week trial consulting engagements** for bet-the-company litigation.

Conflict checks are handled by Vox Vera in accordance with industry best practices, with strict privilege and attorney work-product protections maintained at all times. All work is collaborative, discreet, and designed to integrate seamlessly into existing trial teams without disrupting strategy or workflow.

The Vox Vera Method

Vox Vera's work is grounded in **embodied performance science**, not presentation veneer. Our approach draws on an uncommon combination of experience:

- BigLaw litigation in state and federal court
- Fortune 50 client-side, in-house leadership and dealmaking
- Elite law school communication skills teaching and thought leadership (Stanford, Berkeley, U. Chicago)
- Professional voice, stage, and performance training

This allows us to work **peer-to-peer** with senior litigators — quickly, practically, and without abstraction or corporate communication jargon.

Who This Is For

Vox Vera trial consulting is designed for:

- Trial teams at all stages of active litigation
- Partners handling high-stakes or bet-the-company matters
- Litigators who already know *what* to argue — and want it to land every time
- Firms seeking real-time performance support, not just post-trial analysis

Investment & Engagement Options

Investing in Vox Vera trial consulting pays for itself in a single stabilized examination, rehabilitated witness, or regained juror connection. Our options are designed for maximum flexibility and maximum efficiency, allowing us to come in surgically for an hour of Zoom

prep, or to be on site with you, your team, and your witnesses during an entire mock trial or trial.

Hourly, multi-day, multi-week, and on-site trial consulting engagements and multi-session package pricing available upon request. Witness casting services for trials & mock trials also available nationwide.

About Vox Vera

Vox Vera is a performance skills consultancy specializing in high-stakes legal advocacy.

Founder & CEO Paul Marchegiani is:

Performance coach • Law School Lecturer (Stanford Law, Berkeley Law, U. Chicago Law) • BigLaw litigator (Orrick, MoFo) • Fortune 50 in-house executive (Amazon, Warner Bros., NBCUniversal) • Patsy Rodenburg Associate (certified to coach voice, presence, and speech) • Stage performer (LA Opera, SF Symphony Chorus, Ensemble Shakespeare Company, Chicago Symphony Chorus).

J.D., U.C. Berkeley Law • B.Mus. (Voice & Opera) & B.A. (History), Northwestern University

“You should teach this at ALL the law firms.” — Global Litigation Leader, AmLaw 50 Firm

“We were so fortunate to have Paul Marchegiani lead a fantastic public-speaking workshop with us today . . . this definitely ranks as one of the most fun, interactive, and memorable CLEs I’ve been to.” — Director, Legal and Trial Training, Major U.S. City Attorney's Office

“You are a star among our lecturers.” — Senior Academic Leader, U. Chicago Law School

Next Steps

If you are preparing for motions, trial, or appeals — or already in trial — Vox Vera can support your team immediately. Email us to schedule a 15-minute strategy call to learn more.

Email: trialconsulting@voxvera.com

Web: www.voxvera.com

