
Curriculum Vitae

Current Position

Brian Johnson is a communication consultant to the legal profession, speaking skills coach, and president of Johnson & Hunter, Inc. Clients include elite law firms in the United States and Canada, National Institute for Trial Advocacy, U.S. Department of Justice, and U.S. Consumer Financial Protection Bureau. He teaches persuasion and advocacy to litigators, public speaking to transactional attorneys, and interpersonal communication skills to new lawyers. He is co-author of two books for lawyers and one for witnesses. In complex cases, he prepares lawyers and their witnesses for trial.

Courses and Presentations

U.S. Department of Justice, Office of Legal Education, Basic Criminal Trial Advocacy
National Advocacy Center, Columbia, South Carolina, 1998-present.

NITA National Session – Basic Trial Skills Program
National Institute for Trial Advocacy, Boulder, Colorado, 1988-present.

Becoming More Fluent on Your Feet: Private Coaching for Public Speaking
Goodwin Procter, Boston, 2013-present.

U.S. Department of Justice, Office of Legal Education, Basic Civil Trial Advocacy
National Advocacy Center, Columbia, South Carolina, 2002-present.

The Hillman Advocacy Program, Federal Bar of the Western District of Michigan
Grand Rapids, Michigan, 1995-present.

The Articulate Advocate: Becoming More Fluent on Your Feet
Fish & Richardson, Redwood City, Dallas, Boulder, Minneapolis, Boston, 2007-present.

In-House Trial Skills Program
Greenberg Traurig, Las Vegas, Houston, 2011-present

Motions Program
Hogan Lovells, Washington, D.C., Boulder, 2013-present.

Skype Coaching Communication Skills
OnRamp Fellowship, nationwide, 2015-present.

Kirkland Institute for Trial Advocacy (KITA)
Kirkland & Ellis LLP, Chicago and Washington, D.C., 1996-present.

The Articulate Advocate: Becoming More Fluent on Your Feet
National Institute for Trial Advocacy, Boulder, Colorado, 2003-present.

Fluent On Your Feet: Private Coaching for Public Speaking
Morgan, Lewis & Bockius, New York, Philadelphia, Pittsburgh, Princeton, Washington, D.C., Miami, Houston, Los Angeles, Irvine, Palo Alto, San Francisco, London, online video coaching, 2004-present.

Fluent On Your Feet: Private Coaching for Public Speaking
Alston & Bird, Atlanta, Charlotte, New York City, Washington, D.C., Los Angeles, Palo Alto, 2005-present.

Fluent On Your Feet: Private Coaching for Public Speaking
Arnold & Porter, London, Brussels, New York City, Washington, D.C., Denver, San Francisco, Los Angeles, 2004-present.

In-House Basic Trial Skills
State Farm Insurance Company, Boulder, Colorado, 1995-present.

Advanced and Basic Trial Skills
Quinn Emanuel, Los Angeles and New York City, 2006-present.

The Articulate Advocate: Becoming More Fluent on Your Feet
Consumer Financial Protection Bureau, Washington, D.C., 2013-present.

BLG 301 Basic Trial Skills Program
Borden, Ladner, Gervais, Toronto, Montreal, 2003-present.

Dentons Leadership Academy
Dentons, Atlanta, 2016.

McKenna Leadership Academy
McKenna Long, Atlanta, 2014-2015.

Fluent On Your Feet: Private Coaching for Public Speaking
Dentons, San Francisco, 2015.

Litigation Associate Retreat Keynote
O'Melveny & Myers, San Diego, 2015.

Individual Communication Skills Coaching
Seyfarth Shaw, San Francisco, 2015.

Morgan Lewis & Bockius Trial Academy
Washington, D.C., 2013 and 2015.

Speak Well As You Think On Your Feet and Seat
Federal Trade Commission, Washington, D.C., 2014.

"Putting on a Human Face at Trial: Opening Statements and Closing Arguments" panelist
ABA Litigation Section Annual Conference, Scottsdale, Arizona, April 2014.

Fluent On Your Feet: Private Coaching for Public Speaking
Schiff Hardin, Chicago, 2012-2014.

In-House Motions Program
Fitzpatrick Cella, New York City, 2010-2014.

Motions, Public Speaking Programs
McKenna Long, Washington, D.C., Atlanta 2011-2014.

Basic Trial Skills
Cooley Godward, Palo Alto, 2006-2014.

The Articulate Advocate: Speaking Well in the Courtroom – Half-day CLE
Law Society of Upper Canada, Toronto, 2013.

The Articulate Advocate: Becoming More Fluent on Your Feet, Full Day CLE Program
Virginia Continuing Legal Education, Fairfax, Richmond, 2013.

In-House Counsel Symposium
Borden, Ladner, Gervais, Toronto, 2013.

In-House Trial Skills Program
Thompson Coburn, St. Louis, 2011-2013.

The Articulate Advocate
Cozen O'Connor, Philadelphia, San Francisco, Seattle, New York City, 2008-2013.

In-House Trial Academy
Cozen O'Connor, Philadelphia, 2012.

The Articulate Attorney
Squire Sanders, Miami, Cleveland, 2008-2012.

Partners Retreat - Featured Speaker
Heenan Blaikie, Banff, Alberta, 2012.

American Bar Association Litigation Section Leadership Meeting – Featured Speaker
Philadelphia, September 2011.

Theodore McMillian Inn of Court
St. Louis, November 2011.

Arizona Bar Committee on Persons with Disabilities in the Legal Profession
"Every Body's Abilities," Phoenix, October 2011.

Trial Skills - Office of the Prosecutor General, Republic of Estonia
Tallinn, Estonia, 2010 - 2011.

Mid-Atlantic NITA Regional Basic Trial Skills
Philadelphia, 2011.

The Articulate Attorney
Greenberg Traurig, Miami, Las Vegas, 2005, 2008, 2011.

McGeorge School of Law Trial Advocacy Program
University of the Pacific, Sacramento, 1999-2011.

In-House Basic Trial Skills
Allstate Insurance Company, Northbrook, Illinois, 1993-2010.

Gulf Coast Regional Trial Skills Program
National Institute for Trial Advocacy, New Orleans, 1998-2010.

Philadelphia Academy of Advocacy
Temple University Beasley School of Law, Philadelphia, 1998-2010.

The Articulate Advocate
Robins, Kaplan, Miller & Ciresi, Minneapolis, 1997-2009.

The Articulate Advocate
Jones Day I.P. Retreat, Atlanta, 2009.

Louisiana State University School of Law Trial Skills Program
Baton Rouge, 2009.

Southeast Regional Trial Skills Program
National Institute for Trial Advocacy, Fort Lauderdale, Florida, 1994-2009.

The Articulate Advocate

Louisiana Association of Defense Counsel, New Orleans, 1999 and 2009.

The Articulate Attorney

Robins, Kaplan, Miller & Ciresi, Minneapolis, Washington, D.C., Boston, 1997-2009.

The Articulate Attorney

O'Melveny & Myers, New York City, 2004-2008.

The Articulate Attorney

Wiley Rein, Washington, D.C., 2008.

The Articulate Attorney

Faegre & Benson, Minneapolis, 2008.

The Articulate Advocate

Larson & King, St. Paul, 2008.

The Articulate Attorney

Minnesota State Bar Leadership Conference, Minneapolis, 2008.

Motions Program

Howrey, Washington, D.C., 2006-2008.

Law Society of Northern Ireland Solicitors Training Program

Belfast, Northern Ireland, 2001-2010.

Law Society of Dublin Solicitors Training Program

Dublin, Ireland, 2008.

The Articulate Advocate

U.S. Attorney's Office, Newark, New Jersey, 2008.

The Articulate Attorney

Duane, Morris, New York City, Philadelphia, 1995-2008.

The Articulate Attorney

Stinson Morrison, Kansas City, 2003, 2008.

Law Society of Edinburgh Trial Skills Lecture

Edinburgh, Scotland, 2008.

Queen's University Trial Skills Lectures

Belfast, Northern Ireland, 2003, 2008.

The Articulate Attorney

Miller Johnson, Grand Rapids, Michigan, 2002-2007.

University of Wisconsin Law School Trial Advocacy Program

Madison, 2007.

Speak Well as You Think on Your Feet

Hogan & Hartson, Washington, D.C., 1995-2007.

In-House Trial Advocacy Training Program

Fulbright & Jaworski, Houston, 2004-2007.

Speak Persuasively as You Think on Your Feet

ABA Franchise Forum, Vancouver, British Columbia, 2004; Scottsdale, Arizona, 2007.

In-House Associate Trial Skills Program

Baker Botts, Houston, 1995-2007.

The Articulate Attorney

Kaye Scholer, New York City, Los Angeles, 2001-2006.

Speak Well as You Think on Your Feet

Sachnoff & Weaver, Chicago, 2005-2006.

Speaking Well in the Courtroom

Law Society of Upper Canada, Toronto, 2003-2005.

Communication Skills for Women,

Kaye Scholer, New York City, 2005.

Persuasive Personal Style in Trial Advocacy

Woodcock Washburn, Philadelphia, 2004-2005.

Persuasive Personal Style in Trial Advocacy

CNA Insurance, Chicago, 2004-2005.

Speak Well as You Think on Your Feet

Gardere, Wynne, Sewell, Dallas, 2003-2005.

The Articulate Attorney

Lindquist & Vennum, Minneapolis, 2004.

The Articulate Attorney

Woodcock Washburn, Philadelphia, 2004.

Temple Law School LLM Program

Philadelphia, 2004.

U.S. Department of Justice, Tax Division

Washington, D.C., 2004.

Midwest Regional Trial Skills Program

National Institute for Trial Advocacy, Chicago, 1998-2004.

Western Regional Trial Skills Program

National Institute for Trial Advocacy, San Francisco, 1992-2004.

South Central Regional Trial Skills Program

National Institute for Trial Advocacy, Chapel Hill, North Carolina, 1999-2004.

Mid-South Regional Trial Skills Program

National Institute for Trial Advocacy, Knoxville, Tennessee, 2003.

Speaking Well in Practice

Law Society of Upper Canada, Toronto, 2003.

The Articulate Advocate

U.S. Attorney's Office, Mobile, Alabama, 2003.

Speak Well as You Think on Your Feet

National Association of Law Placement, Orlando, 2003.

Persuasive Personal Style in Trial Advocacy

Jenner & Block, Chicago, 2003.

Persuasive Personal Style in Trial Advocacy
National Chiropractic Malpractice Insurance Company, Des Moines, 2001-2003.

Speak Well as You Think on Your Feet
Arent Fox, Washington, D.C., 1995-2003.

University of Tennessee Law School Trial Skills Program
Knoxville, 1999-2003.

Speak Well as You Think on Your Feet
Hodgson, Russ, Andrews, Woods & Goodyear, Buffalo, New York, 1999-2002.

Persuasive Personal Style in Trial Advocacy
Minnesota Poverty Law Center, St. Paul, 2002.

In-House Motions Program
Alzheimer & Gray, Chicago, 2002.

Western Regional Trial Skills Program
National Institute for Trial Advocacy, Los Angeles, 1998-2001.

In-House Trial Skills
Mayer, Brown & Platt, New York City, 2001.

Speak Persuasively as You Think on Your Feet
Fortis Insurance Counsel, Milwaukee, Wisconsin, 2001.

Persuasive Personal Style in Trial Advocacy
Hartford Insurance Counsel, Hartford, Connecticut, 2001.

Advanced Trial Skills
Habeas Institute of the Federal Defenders Service, Houston, Chicago, Washington, D.C., Los Angeles, Knoxville, Nashville, and Chapel Hill, 1997-2001.

Speak Well as You Think on Your Feet
Kirkland & Ellis I.P. Group, Chicago, 2001.

The Articulate Attorney
Gibson, Dunn & Crutcher New Associates Meeting, San Diego, 2001.

Speak Well as You Think on Your Feet
Sonnenschein, Nath & Rosenthal, New York City, 2000.

The Articulate Advocate
U.S. Attorney's Office, Seattle, 2000.

Speak Well as You Think on Your Feet
Fenwick & West, Palo Alto, 2000.

The Articulate Attorney
Shearman & Sterling, New York City, 1995-2000.

The Articulate Attorney
Larkin Hoffman, Minneapolis, 2000.

The Articulate Attorney
Paul, Weiss, Rifkind, Wharton & Garrison, New York City, 2000.

Advanced Trial Skills

State Farm Insurance Company, Tempe, Arizona, 1998-2000.

Southwest Regional Trial Skills Program

National Institute for Trial Advocacy, Dallas, 1995-2000.

Advanced Trial Skills

Habeus Corpus Resource Center, San Francisco, 2000.

Speak Persuasively as You Think on Your Feet

Howard, Darby & Levin, New York City, 1997-1999.

Speak Persuasively as You Think on Your Feet

Buckingham, Doolittle & Burroughs, Columbus, 1999.

Pennsylvania Regional Trial Skills Program

National Institute for Trial Advocacy, Pittsburgh, 1996-1998.

Speak Persuasively as You Think on Your Feet

Latham & Watkins, New York City 1998.

Persuasive Personal Style in Trial Advocacy

Jones Day Associates Training, Dallas, 1998.

Persuasive Personal Style in Trial Advocacy

Federal Deposit Insurance Corporation Legal Division, Washington, D.C., 1998.

Speak Persuasively as You Think on Your Feet

Shook, Hardy & Bacon, Kansas City, Missouri, 1995-1997.

Persuasive Personal Style in Trial Advocacy

Arizona Attorney General's Office, Phoenix, 1997.

The Power of Persuasion

Virginia State Bar Association, Richmond, 1997.

Persuasive Personal Style in Trial Advocacy

Pennsylvania Bar Association, Philadelphia and Pittsburgh, 1995-1997.

Mid-Central Regional Trial Skills Program

National Institute for Trial Advocacy, Indianapolis, 1995-1996.

In-House Trial Skills

Chase Bank, New York City 1996.

Speak Persuasively as You Think on Your Feet

Kirkland & Ellis I.P. Group, Chicago, 1996.

New Jersey Regional Trial Skills Program

National Institute for Trial Advocacy, Newark, 1996.

Persuasive Personal Style in Trial Advocacy

Minnesota Advocacy Institute, Minneapolis, 1996.

Guest Lecture in Trial Advocacy

Temple Law School, Philadelphia, 1996.

Guest Lecture in Trial Advocacy

University of Miami School of Law, Miami, 1996.

Speak Well as You Think on Your Feet

Institute for Continuing Legal Education, Ann Arbor, Michigan, 1996.

Persuasive Personal Style in Trial Advocacy

American Law Institute - American Bar Association, Philadelphia, New Orleans, Philadelphia, Pittsburgh, 1994-1996.

Million-Dollar Closing Arguments

Washington State Bar Association, Seattle, Lake Chelan, 1994-1996.

New York Regional Trial Skills Program

National Institute for Trial Advocacy, New York City, 1995.

Persuasive Personal Style in Trial Advocacy

Briggs & Morgan, Minneapolis, 1995.

In-House Associate Trial Skills Program

Dorsey & Whitney, Denver, 1995.

Million-Dollar Closing Arguments

Kentucky Bar Association Annual Convention, Louisville, 1995.

Persuasive Personal Style in Trial Advocacy

Washington State Bar Association Litigation Section, Seattle, 1995.

Persuasive Personal Style in Trial Advocacy

Maryland Institute for Continuing Professional Education of Lawyers, Baltimore, 1994.

Speak Well as You Think on Your Feet

American Law Institute - American Bar Institute CLE Programs, Philadelphia, 1994.

Persuasive Personal Style in Trial Advocacy

Massachusetts Continuing Legal Education, Boston, 1994.

Speak Persuasively as You Think on Your Feet

Orr & Reno, Concord, New Hampshire, 1994.

Mid-Central Regional Trial Skills Program

National Institute for Trial Advocacy, Lawrence, Kansas, 1981-1989.

The Articulate Attorney

Dorsey & Whitney, Denver, 1994.

Persuasive Personal Style in Trial Advocacy

Pennsylvania Bar Institute, Pittsburgh, 1992.

University of Minnesota Law School Moot Court Program

Minneapolis, 1979-1983.

Clients

Alston & Bird
Arnold & Porter
Allstate Insurance Company
Arizona State Bar Association
Baker Botts
Borden, Ladner, Gervais
Consumer Financial Protection Bureau
Cooley Godward
Cozen O'Connor
Duane Morris
Fish & Richardson
Fitzpatrick Cella
Goodwin Procter
The Hillman Advocacy Program
Institute for Professional Legal Studies, Belfast
Jeffer, Mangels, Butler & Marmaro
King & Spalding
Kirkland & Ellis
Law Society of Dublin
Law Society of Northern Ireland
Law Society of Upper Ontario
McGeorge School of Law
Morgan, Lewis & Bockius
National Institute for Trial Advocacy
O'Melveny & Myers
Quinn Emanuel
Robins, Kaplan, Miller & Ciresi
Schiff Hardin
Securities and Exchange Commission
State Farm Insurance In-House Counsel
Thompson Coburn
U.S. Department of Justice: Environmental Division, Criminal Division, Civil Division, Office of Violence Against Women, Tribal Courts, Bankruptcy Division
University of Arizona James E. Rogers School of Law
University of Strathclyde, Glasgow
Virginia CLE

Publications

Books

The Articulate Advocate: Persuasive Skills for Lawyers in Trials, Appeals, Arbitrations, and Motions
Second Edition (Crown King Books, 2009, 2016).

The Articulate Attorney: Public Speaking for Lawyers, Second Edition
(Crown King Books, 2010, 2013).

The Articulate Witness: An Illustrated Guide to Testifying Under Oath
(Crown King Books, 2015).

DVD

The Complete Advocate: Courtroom Speaking Skills
Get Go Communications, St. Paul, Minnesota, 1994 (out of print).

Awards

Benjamin Franklin Silver Medal
Independent Book Publishers Association, 2010, for ***The Articulate Advocate: New Techniques of Persuasion for Trial Lawyers***

Hon. Prentice Marshall Faculty Award
National Institute for Trial Advocacy, 2000.

Education

University of Minnesota
B.A. Theater Arts, 1974.

Eastman School of Music
Opera Department, 1975-1976.

Professional Associations

American Bar Association, Litigation Section
International Society for Gesture Studies