

FAIRY TALES AND THE IMPORTANCE OF TELLING A STORY

“[E]very lawsuit is a story. I don’t care if it’s about a dry contract interpretation, you’ve got two people who want to accomplish something and they’re coming together. That’s a story.

And you’ve got to tell a good story.”

— John Roberts, Chief Justice, United States Supreme Court

Why Tell A Story?



Clarity

- Summarize the essence of the dispute in a light favorable to your position

Impact

- Give your audience something to remember and identify with

Framing

- Serve as the lens through which your audience views the writing

**MEMORANDUM OF LAW IN SUPPORT OF
DEFENDANTS' MOTION TO DISMISS**

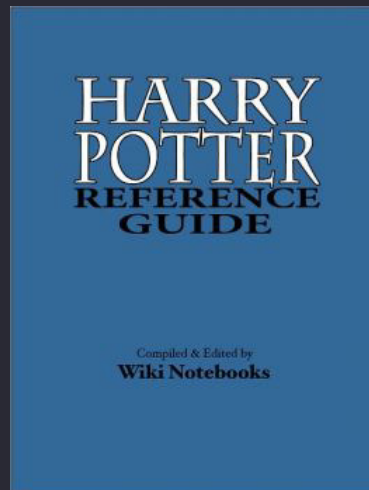
COME NOW Chant Heat Energy Science & Technology (Zhongshan) Co. Ltd and Guangdong Chant Group, Inc. ("Defendants"), named as Defendants in the above-styled action, by special appearance so as not to waive any defenses, and hereby file their Memorandum of Law in Support of Motion to Dismiss based on insufficient service of process and lack of personal jurisdiction, respectfully showing this Court as follows:



“Michigan’s public universities have long enjoyed autonomy over their admissions policies and procedures.”



“This is a right no court has ever recognized. ... If accepted, it would dramatically extend the reach of copyright protection, and eliminate an entire genre of literary supplements. ... By extension, it would threaten not just reference guides, but encyclopedias, glossaries, indexes, and other tools that provide useful information about copyrighted works.”



“This Court’s June 22 opinion effectively ended this case. Unfortunately, Plaintiff has refused to acknowledge that reality and, instead, is hard at work crafting new theories to keep this case alive.

Unlike theories, however, facts can never be changed, and the facts are that the accused products at issue in this case simply do not include all the elements required by the asserted patent claims.”



A compelling story doesn't need a lot of space.

For sale:

Baby shoes...

... never worn.





Suggested Exercise

Divide Students Into Groups of 2 or 3



Assign Each Group a Fairy Tale, a Client, and a Legal Issue



Instruct Each Group to Create a Concise, Compelling Intro for Its Assigned Position

Suggested Exercise



The Three Bears v. Goldilocks

- The Three Bears sue Goldilocks for trespassing on their secluded cabin.
- “Someone’s been consenting to personal jurisdiction in my forum,” the judge remarked in denying Goldilocks’s motion to dismiss.



Cratchit v. Scrooge

- Bob Cratchit files a “wage and hour” lawsuit against his former employer.
- Mr. Cratchit refuses to entertain Mr. Scrooge’s recent assertion that “three ghosts told me to be nicer from now on.”



“The Witch” v. Hansel, et al.

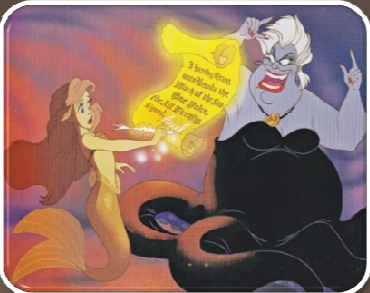
- An elderly recluse files suit against candy enthusiasts Hansel and Gretel for destruction of her property.
- [insert witty comment here]

Suggested Exercise



Snow White v. The Seven Dwarves

- A litigious princess sues her captors for false imprisonment.
- “My clients prefer the term *little people*,” a spokesperson for the defendants remarked.



Ariel v. Ursula

- A purported sorceress breaches her contract with a mermaid.
- “Who needs a voice when you’ve got... whatdoyacall ‘em?”

