“Alone we can do so little; together we can do so much.”

—Helen Keller
Dear Friends,

**Our community, working together, never ceases to amaze me.** We had another great year here at NITA. If the 51 public service programs teaching trial skills to over 1,800 lawyers isn’t enough, read this report to see just how big our impact was. And when I say “our” impact, I mean all the incredible efforts by everyone: our faculty and authors, our staff, our Board, our clients, and our partnering organizations.

We expanded our reach worldwide and came together to further NITA’s mission of making better advocates for a better world. The trickledown effect of our programs is amazing to consider: when lawyers get the training they need, individual clients are helped and entire communities are served. Thank you for helping us help them.

Our focus has been and continues to be the impact we can build together. Every bit of support that sends lawyers to a NITA program creates one more positive impact in a community . . . maybe even yours.

I have such deep appreciation and admiration for all of you who help make NITA what it is every single day. Together we can do anything.

Wendy McCormack, Executive Director
*NITA and The NITA Foundation*

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WE COULDN’T HAVE DONE IT WITHOUT YOU

IN 2018, NITA RECEIVED
$179,578
IN DONATIONS FROM 241 MEMBERS
OF THE NITA COMMUNITY

22,366 VOLUNTEER HOURS WERE LOGGED

884 FACULTY DONATED THEIR TIME

PROVIDED
118 PUBLIC PROGRAM SCHOLARSHIPS

2018 NITA SCHOLARSHIP RECIPIENT

“This course was worth its weight in gold. The faculty were excellent, and the presentations were appropriately timed and captivating. The overall result is that I am a much better lawyer than I was a week ago, and for that I am very grateful.”

— Dayna Jones
Public Defender, Mescalero Apache Tribal Court
Mescalero, NM

BUT.... WE CAN DO MORE

87 SCHOLARSHIP DENIALS
“This course was amazing! I learned so much. I have never been to trial yet, so this course was invaluable to me! The instructors were all amazing, and so informative. They created a safe space for us to try new things, maybe fail at times, but learn a new/correct way to do a skill. I really enjoyed sitting one on one with the instructors and reviewing the video footage. Getting personalized tips was so helpful...”

— Taylor Robinson, Acadiana Legal Services Corp, Lafayette, LA
“The life of the law has not been logic; it has been EXPERIENCE.”
—Oliver Wendell Holmes Jr., Supreme Court Justice

13 LIVE WEBCASTS
9676 WEBCAST REGISTRATIONS
4778 LIVE VIEWS
211 WEBCAST VIEWERS BECAME PROGRAM ATTENDEES

2018 BEST SELLERS

<table>
<thead>
<tr>
<th>Title</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Effective Deposition</td>
<td>$224,557</td>
</tr>
<tr>
<td>Modern Trial Advocacy</td>
<td>$149,422</td>
</tr>
</tbody>
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3 NEW TITLES
12 UPDATED TITLES
189 TOTAL TITLES
148 EBOOK TITLES
$200,530 PUBS REVENUE FROM AMAZON
The Foundation directs 100% of the donations received towards the direct costs of its mission-focused activities rather than to defray general and administrative costs.

A copy of the complete National institute for Trial Advocacy Consolidated Audit Report for 2018 is available by calling 303.953.6843 or by email at development@nita.org. You may also request a copy of our IRS Form 990. This financial summary is derived from NITA’s Consolidated Audit Report as of December 31, 2018.