

THE HONORABLE RICHARD A. JONES

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UNITED STATES DISTRICT COURT  
WESTERN DISTRICT OF WASHINGTON  
AT SEATTLE

UNITED STATES OF AMERICA,

Plaintiff,

v.

BERNARD ROSS HANSEN and DIANE  
RENEE ERDMANN,

Defendants.

No. CR18-092RAJ

**COURT'S INSTRUCTIONS TO  
THE JURY**

DATED this 28th day of July, 2021.



The Honorable Richard A. Jones  
United States District Judge

**INSTRUCTION NO. 1**

Members of the jury, now that you have heard all the evidence, it is my duty to instruct you on the law that applies to this case. A copy of these instructions will be available in the jury room for you to consult.

It is your duty to weigh and to evaluate all the evidence received in the case and, in that process, to decide the facts. It is also your duty to apply the law as I give it to you to the facts as you find them, whether you agree with the law or not. You must decide the case solely on the evidence and the law. Do not allow personal likes or dislikes, sympathy, prejudice, fear, or public opinion to influence you. You should also not be influenced by any person's race, color, religious beliefs, national ancestry, sexual orientation, gender identity, gender, or economic circumstances. Also, do not allow yourself to be influenced by personal likes or dislikes, sympathy, prejudice, fear, public opinion, or biases, including unconscious biases. Unconscious biases are stereotypes, attitudes, or preferences that people may consciously reject but may be expressed without conscious awareness, control, or intention. You will recall that you took an oath promising to do so at the beginning of the case.

You must follow all these instructions and not single out some and ignore others; they are all important. Please do not read into these instructions or into anything I may have said or done any suggestion as to what verdict you should return—that is a matter entirely up to you.

**INSTRUCTION NO. 2**

The evidence you are to consider in deciding what the facts are consists of:

- (1) the sworn testimony of any witness; and
- (2) the exhibits received in evidence.

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**INSTRUCTION NO. 3**

In deciding the facts in this case, you may have to decide which testimony to believe and which testimony not to believe. You may believe everything a witness may have said, or part of it, or none of it.

In considering the testimony of any witness, you may take into account:

- (1) the opportunity and ability of the witness to see or hear or know the things testified to;
- (2) the witness’s memory;
- (3) the witness’s manner while testifying;
- (4) the witness’s interest in the outcome of the case, if any;
- (5) the witness’s bias or prejudice, if any;
- (6) whether other evidence contradicted the witness’s testimony;
- (7) the reasonableness of the witness’s testimony in light of all the evidence; and
- (8) any other factors that bear on believability.

Sometimes a witness may say something that is not consistent with something else he or she said. Sometimes different witnesses will give different versions of what happened. People often forget things or make mistakes in what they remember. Also, two people may see the same event but remember it differently. You may consider these differences, but do not decide that testimony is untrue just because it differs from other testimony.

However, if you decide that a witness has deliberately testified untruthfully about something important, you may choose not to believe anything that witness said. On the other hand, if you think the witness testified untruthfully about some things but told the truth about others, you may accept the part you think is true and ignore the rest.

1           The weight of the evidence as to a fact does not necessarily depend on the number  
2 of witnesses who testify. What is important is how believable the witnesses were, and how  
3 much weight you think their testimony deserves.

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**INSTRUCTION NO. 4**

In reaching your verdict you may consider only the testimony and exhibits received in evidence. The following things are not evidence and you may not consider them in deciding what the facts are:

(1) Questions, statements, objections, and arguments by the lawyers are not evidence. The lawyers are not witnesses. Although you must consider a lawyer's questions to understand the answers of a witness, the lawyer's questions are not evidence. Similarly, what the lawyers have said in their opening statements, will say in their closing arguments, and at other times is intended to help you interpret the evidence, but it is not evidence. If the facts as you remember them differ from the way the lawyers state them, your memory of them controls.

(2) Any testimony that I have excluded, stricken, or instructed you to disregard is not evidence. In addition, some evidence was received only for a limited purpose; when I have instructed you to consider certain evidence in a limited way, you must do so.

(3) Anything you may have seen or heard when the court was not in session is not evidence. You are to decide the case solely on the evidence received at the trial.

**INSTRUCTION NO. 5**

Evidence may be direct or circumstantial. Direct evidence is direct proof of a fact, such as testimony by a witness about what that witness personally saw or heard or did. Circumstantial evidence is indirect evidence, that is, it is proof of one or more facts from which you can find another fact.

You are to consider both direct and circumstantial evidence. Either can be used to prove any fact. The law makes no distinction between the weight to be given to either direct or circumstantial evidence. It is for you to decide how much weight to give to any evidence.

**INSTRUCTION NO. 6**

Certain charts and summaries have been admitted into evidence. Charts and summaries are only as good as the underlying supporting material. You should, therefore, give them only such weight as you think the underlying material deserves.

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**INSTRUCTION NO. 7**

During the trial, a chart or summary was shown to you in order to help explain the evidence in the case. The chart or summary was not admitted into evidence and will not go into the jury room with you. The chart or summary is not itself evidence or proof of any facts. If it does not correctly reflect the facts or figures shown by the evidence in the case, you should disregard the chart or summary and determine the facts from the underlying evidence.

**INSTRUCTION NO. 8**

Some of you have taken notes during the trial. Whether or not you took notes, you should rely on your own memory of what was said. Notes are only to assist your memory. You should not be overly influenced by your notes or those of your fellow jurors.

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**INSTRUCTION NO. 9**

I will now instruct you on the law as it applies to the specific charges brought against each defendant in this case.

A separate crime is charged against each of the defendants in each count. The charges have been joined for trial. You must decide the case of each defendant on each crime charged against that defendant separately. Your verdict on any count as to any defendant should not control your verdict on any other count or as to any other defendant. All the instructions apply to each defendant and to each count

The Indictment charges each defendant with fifteen different counts. A separate crime is charged against each defendant in each count. You must decide each count separately. Your verdict on one count should not control your verdict on the other count.

You are here only to determine whether each defendant is guilty or not guilty of the charges in the Indictment. The defendants are not on trial for any conduct or offense not charged in the Indictment.

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**INSTRUCTION NO. 10**

The punishment provided by law for this crime is for the court to decide. You may not consider punishment in deciding whether the government has proved its case against the defendant beyond a reasonable doubt.

**INSTRUCTION NO. 11**

You have heard testimony from Anne Layne who testified to opinions and the reasons for her opinions. This opinion testimony is allowed because of the education or experience of the witness.

Such opinion testimony should be judged like any other testimony. You may accept it or reject it, and give it as much weight as you think it deserves, considering the witness's education and experience, the reasons given for the opinion, and all the other evidence in the case.

**INSTRUCTION NO. 12**

You have heard testimony from, and seen documents prepared by, attorneys Greg Fullington, Dino Vasquez, and Catherine Hopkins. To the extent Mr. Fullington, Ms. Hopkins, or Mr. Vasquez testified about, or otherwise provided their opinions as to matters of law, such testimony and documents are admitted only for the purpose of what information was communicated to Ross Hansen regarding these matters, not for the truth of the legal opinions.

**INSTRUCTION NO. 13**

You have heard testimony from an informant who was involved in the government's investigation in this case. Law enforcement officials may engage in stealth and deception, such as the use of informants and undercover agents, in order to investigate alleged criminal activities.

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**INSTRUCTION NO. 14**

The indictment is not evidence. The defendants have pleaded not guilty to the charges. The defendants are presumed to be innocent unless and until the government proves the defendants guilty beyond a reasonable doubt. In addition, the defendants do not have to testify or present any evidence. The defendants do not have to prove innocence; the government has the burden of proving every element of the charges beyond a reasonable doubt.



**INSTRUCTION NO. 15**

A defendant in a criminal case has a constitutional right not to testify. In arriving at your verdict, the law prohibits you from considering in any manner that the defendant did not testify.

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**INSTRUCTION NO. 16**

You have heard testimony that the defendants made statements. It is for you to decide (1) whether the defendant made the statement, and (2) if so, how much weight to give to it. In making those decisions, you should consider all the evidence about the statement, including the circumstances under which the defendant may have made it.

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**INSTRUCTION NO. 17**

The defendants are charged in Counts 1, 3-6, and 8-9 of the indictment with mail fraud in violation of Section 1341 of Title 18 of the United States Code. In order for a defendant to be found guilty of that charge, the government must prove each of the following elements beyond a reasonable doubt:

First, the defendant knowingly participated in, devised, or intended to devise a scheme or plan to defraud, or a scheme or plan for obtaining money or property by means of false or fraudulent pretenses, representations, or promises. Deceitful statements of half-truths may constitute false or fraudulent representations;

Second, the statements made as part of the scheme were material; that is, they had a natural tendency to influence, or were capable of influencing, a person to part with money or property;

Third, the defendant acted with the intent to defraud; that is, the intent to deceive and cheat; and

Fourth, the defendant used, or caused to be used, the mails to carry out or attempt to carry out an essential part of the scheme.

In determining whether a scheme to defraud exists, you may consider not only the defendant's words and statements, but also the circumstances in which they are used as a whole.

A mailing is caused when one knows that the mails will be used in the ordinary course of business or when one can reasonably foresee such use. It does not matter whether the material mailed was itself false or deceptive so long as the mail was used as a part of the scheme, nor does it matter whether the scheme or plan was successful or that any money or property was obtained.

**INSTRUCTION NO. 18**

The defendants are charged in Counts 11-16 and 19-20 of the indictment with wire fraud in violation of Section 1343 of Title 18 of the United States Code. In order for a defendant to be found guilty of that charge, the government must prove each of the following elements beyond a reasonable doubt:

First, the defendant knowingly participated in, devised, or intended to devise a scheme or plan to defraud, or a scheme or plan for obtaining money or property by means of false or fraudulent pretenses, representations, or promises. Deceitful statements of half-truths may constitute false or fraudulent representations;

Second, the statements made as part of the scheme were material; that is, they had a natural tendency to influence, or were capable of influencing, a person to part with money or property;

Third, the defendant acted with the intent to defraud, that is, the intent to deceive and cheat; and

Fourth, the defendant used, or caused to be used, an interstate or foreign wire communication to carry out or attempt to carry out an essential part of the scheme.

In determining whether a scheme to defraud exists, you may consider not only the defendant's words and statements, but also the circumstances in which they are used as a whole.

A wiring is caused when one knows that a wire will be used in the ordinary course of business or when one can reasonably foresee such use.

It need not have been reasonably foreseeable to the defendant that the wire communication would be interstate or foreign in nature. Rather, it must have been reasonably foreseeable to the defendant that some wire communication would occur in

1 furtherance of the scheme, and an interstate or foreign wire communication must have  
2 actually occurred in furtherance of the scheme.

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**INSTRUCTION NO. 19**

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2 Proof beyond a reasonable doubt is proof that leaves you firmly convinced the  
3 defendant is guilty. It is not required that the government prove guilt beyond all possible  
4 doubt.

5 A reasonable doubt is a doubt based upon reason and common sense and is not based  
6 purely on speculation. It may arise from a careful and impartial consideration of all the  
7 evidence, or from lack of evidence.

8 If after a careful and impartial consideration of all the evidence, you are not  
9 convinced beyond a reasonable doubt that the defendant is guilty, it is your duty to find the  
10 defendant not guilty. On the other hand, if after a careful and impartial consideration of all  
11 the evidence, you are convinced beyond a reasonable doubt that the defendant is guilty, it  
12 is your duty to find the defendant guilty.  
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**INSTRUCTION NO. 20**

An act is done knowingly if the defendant is aware of the act and does not act through ignorance, mistake, or accident. The government is not required to prove that the defendant knew that his acts or omissions were unlawful. You may consider evidence of the defendant's words, acts, or omissions, along with all the other evidence, in deciding whether the defendant acted knowingly.

**INSTRUCTION NO. 21**

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2 To prove that the defendants committed mail fraud or wire fraud, the government  
3 must prove beyond a reasonable doubt that each defendant acted with the intent to defraud.  
4 To prove that a defendant acted with the intent to defraud, the government must show as  
5 to each count that the defendant acted with the intent to both deceive and cheat. A  
6 defendant must act with the intent not only to make false statements or utilize other forms  
7 of deception, but also with the intent to deprive a victim of money or property by means of  
8 those deceptions.  
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**INSTRUCTION NO. 22**

If you decide that the defendant was a member of a scheme to defraud and that the defendant had the intent to defraud, the defendant may be responsible for other co-schemers' actions during the course of and in furtherance of the scheme, even if the defendant did not know what they said or did.

For the defendant to be guilty of an offense committed by a co-schemer in furtherance of the scheme, the offense must be one that the defendant could reasonably foresee as a necessary and natural consequence of the scheme to defraud.

**INSTRUCTION NO. 23**

You may determine whether a defendant had an honest, good faith belief in the truth of the alleged misrepresentations in determining whether or not the defendant acted with the intent to defraud. However, a defendant's belief that the victims of a fraud will be repaid or will suffer no economic loss is no defense to the crime.

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**INSTRUCTION NO. 24**

Those exhibits capable of being displayed electronically will be provided to you in that form, and you will be able to view them in the jury room. A computer, projector, and accessory equipment will be available to you in the jury room.

A court technician will show you how to operate the computer and other equipment; how to locate and view the exhibits on the computer. You will also be provided with a paper list of all exhibits received in evidence. (Alternatively, you may request a paper copy of an exhibit received in evidence by sending a note through the clerk.) If you need additional equipment or supplies, you may make a request by sending a note.

In the event of any technical problem, or if you have questions about how to operate the computer or other equipment, you may send a note to the clerk, signed by the foreperson or by one or more members of the jury. Be as brief as possible in describing the problem and do not refer to or discuss any exhibit you were attempting to view.

If a technical problem or question requires hands-on maintenance or instruction, a court technician may enter the jury room with the clerk present for the sole purpose of assuring that the only matter that is discussed is the technical problem. When the court technician or any non-juror is in the jury room, the jury shall not deliberate. No juror may say anything to the court technician or any non-juror other than to describe the technical problem or to seek information about operation of equipment. Do not discuss any exhibit or any aspect of the case.

The sole purpose of providing the computer in the jury room is to enable jurors to view the exhibits received in evidence in this case. You may not use the computer for any other purpose. At my direction, technicians have taken steps to make sure that the computer does not permit access to the internet or to any "outside" website, database, directory, game, or other material. Do not attempt to alter the computer to obtain access to such materials. If you discover that the computer provides or allows access to such materials, you must

1 inform me immediately and refrain from viewing such materials. Do not remove the  
2 computer or any electronic data from the jury room, and do not copy any such data.

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**INSTRUCTION NO. 25**

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2 Because you must base your verdict only on the evidence received in the case and  
3 on these instructions, I remind you that you must not be exposed to any other information  
4 about the case or to the issues it involves. Except for discussing the case with your fellow  
5 jurors during your deliberations:

6 Do not communicate with anyone in any way and do not let anyone else  
7 communicate with you in any way about the merits of the case or anything to do with it.  
8 This includes discussing the case in person, in writing, by phone or electronic means, via  
9 email, text messaging, or any Internet chat room, blog, website or other feature. This  
10 applies to communicating with your family members, your employer, the media or press,  
11 and the people involved in the trial. If you are asked or approached in any way about your  
12 jury service or anything about this case, you must respond that you have been ordered not  
13 to discuss the matter and to report the contact to the court.

14 Do not read, watch, or listen to any news or media accounts or commentary about  
15 the case or anything to do with it; do not do any research, such as consulting dictionaries,  
16 searching the Internet or using other reference materials; and do not make any investigation  
17 or in any other way try to learn about the case on your own.

18 The law requires these restrictions to ensure the parties have a fair trial based on the  
19 same evidence that each party has had an opportunity to address. A juror who violates these  
20 restrictions jeopardizes the fairness of these proceedings, and a mistrial could result that  
21 would require the entire trial process to start over. If any juror is exposed to any outside  
22 information, please notify the court immediately.

**INSTRUCTION NO. 26**

A verdict form has been prepared for you. On the form, there is a place for you to indicate your unanimous verdict as to each of the counts charged against the defendant, including special verdicts. After you have reached unanimous agreement on a verdict or special verdict, your presiding juror should complete the verdict form according to your deliberations, sign and date it, and advise the clerk that you are ready to return to the courtroom.

**INSTRUCTION NO. 27**

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2 When you begin your deliberations, elect one member of the jury as your presiding  
3 juror who will preside over the deliberations and speak for you here in court. You will then  
4 discuss the case with your fellow jurors to reach agreement if you can do so. Your verdict,  
5 whether guilty or not guilty, must be unanimous.

6 Each of you must decide the case for yourself, but you should do so only after you  
7 have considered all the evidence, discussed it fully with the other jurors, and listened to the  
8 views of your fellow jurors.

9 Do not be afraid to change your opinion if the discussion persuades you that you  
10 should. But do not come to a decision simply because other jurors think it is right.

11 It is important that you attempt to reach a unanimous verdict but, of course, only if  
12 each of you can do so after having made your own conscientious decision. Do not change  
13 an honest belief about the weight and effect of the evidence simply to reach a verdict.

14 Perform these duties fairly and impartially. Do not allow personal likes or dislikes,  
15 sympathy, prejudice, fear, or public opinion to influence you. You should also not be  
16 influenced by any person's race, color, religious beliefs, national ancestry, sexual  
17 orientation, gender identity, gender, or economic circumstances. Also, do not allow  
18 yourself to be influenced by personal likes or dislikes, sympathy, prejudice, fear, public  
19 opinion, or biases, including unconscious biases. Unconscious biases are stereotypes,  
20 attitudes, or preferences that people may consciously reject but may be expressed without  
21 conscious awareness, control, or intention.

22 It is your duty as jurors to consult with one another and to deliberate with one  
23 another with a view towards reaching an agreement if you can do so. During your  
24 deliberations, you should not hesitate to reexamine your own views and change your  
25 opinion if you become persuaded that it is wrong.  
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**INSTRUCTION NO. 28**

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2 If it becomes necessary during your deliberations to communicate with me, you may  
3 send a note through the clerk, signed by any one or more of you. No member of the jury  
4 should ever attempt to communicate with me except by a signed writing, and I will respond  
5 to the jury concerning the case only in writing or here in open court. If you send out a  
6 question, I will consult with the lawyers before answering it, which may take some time.  
7 You may continue your deliberations while waiting for the answer to any question.

8 Remember that you are not to tell anyone—including me—how the jury stands,  
9 numerically or otherwise, on any question submitted to you, including the question of the  
10 guilt of the defendant, until after you have reached a unanimous verdict or have been  
11 discharged.  
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