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**For More Information or to Order**

phone: (800) 232-7124  
(614) 487-8585



Ohio State Bar Association  
P.O. Box 16562  
Columbus, OH 43216-6562



# Negotiation and Presentation Skills for Lawyers:

## *How to Persuade with More Power and Influence*

**6.5 Total CLE Hours**

6.5 General  
0.0 Prof  
0.0 Ethics  
0.0 S.A.

Practice Skills

Basic

**Wednesday, December 7, 2005 Cincinnati**

*Holiday Inn I-275 North*  
Use Exit 46 (Route 42), left turn on Hauck Road  
(513) 563-8330

**Monday, December 12, 2005 Columbus**

*Ohio State Bar Association*  
1700 Lake Shore Dr. off W. 5th Ave., just W. of Route 33  
(614) 487-8585

**Wednesday, December 14, 2005 Cleveland**

*The Forum*  
ONE Cleveland Center, E. 9th St. & St. Clair, use 9th St. exit off all major highways  
(216) 241-6338

**Course Description:**

You negotiate every day—with opposing counsel, judges, firm attorneys, and even your clients and staff. You know that your success within the legal profession depends on your ability to persuade and influence in all types of legal situations, from building consensus to aggressively protecting the rights of your client.

You also recognize that your presentation skills are in more demand today than ever before. You are now faced with many situations where you are called upon to present in legal settings—not only in court, but to client groups, board members, in-firm meetings with other attorneys, hearings before agencies and the legislature, legal seminars, and client development.

Ask yourself this question the next time you negotiate or present: Do you really move others to action when you speak? Do your words really set you apart from the crowd? Could you more effectively persuade and influence with additional training? If so, this is your opportunity to gain critical negotiation and presentation experience that will take your skills to higher levels. Both the experienced and the novice attorney will benefit from this program.

**Featured Speaker:**

Rob Sherman; Sherman Leadership Group, Columbus



# 6.5 Negotiation and Presentation Skills for Lawyers: CLE Hours How to Persuade with More Power and Influence

Practice Skills Basic  
Registration Course 05-96

### Agenda

8:00am	Registration
8:30	<b>Negotiation Basics vs. How the Experts Negotiate: Five Key Questions to Ask After Each Negotiation</b>
9:00	<b>The 10 Biggest Negotiation Mistakes Made by Attorneys and How to Avoid Them</b>
10:00	Break
10:15	<b>The Incredible POWER of Understanding Behavior Styles when Negotiating: DISC</b>
11:00	<b>Interest-Based Negotiations vs. Positional Based: Is "Win/Win" for Wimps?</b>
11:15	<b>Dealing With Difficult Attorneys - "Rambo"</b>
11:30	<b>Key Success Strategies for Every Negotiation</b>
11:45	<b>Dealing With Negotiation Tactics</b>
12:00	Lunch (on your own)

### Presentation Skills for Attorneys

1:00	<b>The Challenges Attorneys Face When Presenting</b>
1:15	<b>How to Start and End Strong in Any Situation</b>
1:35	<b>Using Your Voice as a Tool to Command Presence and Influence</b>
1:45	<b>Hands-on demonstration:</b>

Attorney participants take fifteen minutes to plan a one minute legal presentation. Three volunteers make their presentation to the class, receiving feedback from the group. Afterwards, volunteers stand and offer only their opening line and receive quick feedback from Rob Sherman. This is often the most beneficial portion of the program since the lawyers see first-hand the mistakes that are common to legal presentations. No one is forced to speak!

2:30	Break
2:45	<b>Organizing a Powerful Presentation - What Do You Want Your Listeners to do as a Result of Your Presentation?</b>
3:05	<b>Appropriate Ways to Involve a Legal Audience so That Learning is Maximized</b>
3:15	<b>How to Deliver a Presentation - a Videotaped Example</b>
3:35	<b>Dealing With Presentation Anxiety Before a Court Experience or Other Major Legal Presentation</b>
3:45	<b>The Proper Use of Visuals When Making Legal Presentations</b>
4:00	<b>Handling Difficult Questions</b>
4:10	<b>Video Examples of Attorneys Giving Presentations, with Critiques from the Class and Rob Sherman</b>
4:30pm	<b>Program Concludes</b>

### Featured Speaker

**Rob Sherman, Esq.**, Sherman Leadership Group, Columbus, is author of *Sherman's 21 Laws of Speaking: How to Inspire Others to Action*. He founded the Sherman Leadership Group and also maintains a law practice with the firm of Karr & Sherman. Rob is an executive speech coach and conducts presentation and negotiation skills programs for bar associations, attorneys, and business leaders. Rob has been interviewed or featured as an expert in national and local publications and his articles have appeared in various legal and business publications, including *TRIAL*, *ABA Law Practice Management*, *Ohio Lawyer* and other bar publications.

### Registrant

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Ohio Atty # \_\_\_\_\_  
 Admission Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_  
 Name: \_\_\_\_\_  
 Firm: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City, State, Zip: \_\_\_\_\_  
 Phone: (\_\_\_\_) \_\_\_\_ - \_\_\_\_ \* Fax: (\_\_\_\_) \_\_\_\_ - \_\_\_\_  
 \* Email: \_\_\_\_\_ @ \_\_\_\_\_  
 New Address \*May be used for future seminar notification  
 Campaign Code: #48

### Tuition & Location

<input type="checkbox"/> Cincinnati	<input type="checkbox"/> Columbus
Wednesday, December 7, 2005	Monday, December 12, 2005
<input type="checkbox"/> Cleveland	
Wednesday, December 14, 2005	

	Member	Non-Member
Pre-Registration:	<input type="checkbox"/> \$295	<input type="checkbox"/> \$355
Walk-in Registration:	<input type="checkbox"/> \$320	<input type="checkbox"/> \$380
Gov't Attorneys:	<input type="checkbox"/> \$250	<input type="checkbox"/> \$300
New Lawyers: (1-12 months in practice)	<input type="checkbox"/> \$145	<input type="checkbox"/> \$180

**Group Discount:** 3 or more from the same firm or office registering for this program receive \$25 off each registration. (New lawyers are excluded. Registrations must be processed at the same time.)

**Note:** Non-members may join the OSBA and save on all future OSBA CLE Institute seminars. Contact the OSBA at (800) 232-7124 for an application. OSBA Associate Legal Assistant Members may attend at the OSBA Member rate.

### Form of Payment

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**Cancellation Policy:** Cancellations received by 5:00 p.m. the business day prior to the seminar will be refunded less a \$25.00 office fee. Those not attending will receive the course materials in full consideration of tuition paid.

**Weapons Policy:** The Ohio State Bar Association prohibits the possession, transport and storage of all Weapons on Association property and in any Association programs. To review our Weapon-Free Policy, visit the OSBA Web site.

**Mail**  
 OSBA CLE Institute  
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 Registrations are limited to available  
 seating. Have your Supreme Court  
 Registration Number ready.