

The Ten Commandments of Defensive Lawyering for Malpractice Prevention

Wednesday, February 27, 2013 | Hotel Captain Cook | 8:30 a.m. - 11:45 a.m.
\$99 Registration Fee | 3.0 Ethics CLE Credits | CLE # 2013-006

Professor Marc Garfinkle's "Ten Commandments of Defensive Lawyering" are a dozen (!) do's and don'ts for solo and small-firm lawyers that can keep them out of trouble. In this humorous, fast-moving program, drawn from his popular book, "Solo Contendere: How to Go Directly from Law School into the Practice of Law without Getting a Job" Marc offers some scraps of wisdom from his years at the bar.

One of America's most popular CLE speakers, Marc Garfinkle is a solo attorney specializing in matters involving attorney ethics violations. A former ethics investigator and committee chair, he knows how attorneys get into trouble and why they start losing sleep. Hear what he has to say.

- Getting other lawyers to protect and help you
- Recognizing and avoiding conflicts of interest
- "Firing" clients; withdrawing from representation
- Using your diary defensively
- Managing client expectations
- Reviewing Active Files
- The common danger zones for solos and small-firm lawyers
- Pre-empting problems
- What to do if you screw up



Second program on back...

Mail: P.O. Box 100279, Anchorage, AK 99510-0279

Fax: 907-272-2932

or register at www.alaskabar.org

10 Commandments... 2013-006

Registration: \$99

Door Fee: \$124

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Power Tools for Lawyers: High-voltage Persuasion

Thursday, February 28, 2013 | Hotel Captain Cook | 8:30 a.m. - 11:45 a.m.
\$99 Registration Fee | 3.0 Ethics CLE Credits | CLE # 2013-007

Persuasion is the process by which one person, through refined sounds (words) and manner of delivery, can affect the way another person thinks. That's a pretty important tool in a lawyer's toolbox. After all, as advocates, persuasion is our duty. Yet how much do we really know about persuasive speech? What can we do to be more credible and persuasive than before?

Lawyers with stage fright as well as those with great experience will appreciate Marc Garfinkle's fast-paced, humorous lessons on persuasion. You will walk away from this course with a powerful new tool.

Just a bit of what you'll cover: The Simple Techniques of Persuasion

- A Blueprint for any Persuasive Talk
- Starting and Finishing with Power
- Improve your vocabulary with words you already know
- Themes and Labels – Don't stand up without them
- Using Notes without Losing Power

What others are saying...

"I enjoyed this course even though I have never considered starting my own firm. I feel it is relevant in light of many attorneys being unemployed during this time and possibly considering going out on their own."

Stacie, Hoboken, NJ

"I started out solo over 30 years ago. I wish that I had this information then. A must for the solo practitioner and . . . the presentation is outstanding!"

Murray, Cedar Pines Park, CA

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Persuasion

2013-007

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