

Mastering the Art of Persuading Trial Judges

featuring David B. Markowitz

*Don't miss this unique opportunity
to hear Dave Markowitz's
presentation designed to sharpen
your trial advocacy skills.*

Friday, May 3, 2013

9:00 a.m. – 12:30 p.m.

Ambridge Event Center
1333 NE Martin Luther King Jr. Blvd.
Portland, Oregon

3.5 General or Practical Skills MCLE Credits

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Why Attend

Most trial practice courses focus on jury trials. In this program, the focus is on the trial judge as the decision maker. For more than 30 years, David Markowitz has been studying deposition and trial techniques and has presented dozens of seminars to improve the skills of practicing attorneys. He has a keen ability to communicate and persuade and he will demonstrate powerful, practical methods for how you can increase the chance of winning where the outcome is decided by the trial judge.

This program is designed for lawyers at all experience levels. It will cover basic do's and don'ts, through advanced concepts to enhance trial judge persuasion, including how to persuade the trial judge during pretrial motions, hearings, trial, and post-trial motions.

Highlights

How to Win at Oral Argument

- Create the perfect oral argument
- Deliver the perfect oral argument
- Design visual and audiovisual presentations that enhance oral arguments

Elements of Trial Judge Persuasion

- What impairs persuasion
- What enhances persuasion

Why the Same Words May Have Different Persuasive Impact, Depending on:

- Who speaks the words
- How the words are spoken

Developing Credibility

Courageous Arguments

Winning the Right Way

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LIVE PRESENTATION

Portland – 5/3/13

Ambridge Event Center
1333 NE MLK Jr. Blvd.

MCLE CREDIT

Mastering the Art of Persuading Trial Judges will
receive 3.5 General or Practical Skills MCLE credits.

PROGRAM PRODUCTS

Even if you cannot attend, you can still get the program on CDs or DVDs. Use the order form in this brochure to order your set today! OLI Annual Passholders may purchase OLI program products at 50% off the full retail price.

QUESTIONS?

Please call OLI at (503) 768-6580 in Portland or toll-free in Oregon at (800) 222-8213, e-mail us at oli@lclark.edu, or visit our website at <http://go.lclark.edu/oli>.

ABOUT THE SPEAKER

A founding member of Markowitz, Herbold, Glade & Mehlhaf, P.C., **Dave Markowitz** is considered by most to be among the best trial lawyers in the Northwest. His commanding presence and keen instincts have made him a courtroom icon. In addition to his active trial schedule, Dave shares his craft with lawyers of all levels. He is a frequent lecturer on litigation-related topics and regularly presents a nationally-recognized training seminar on depositions.



He is a Fellow and former Oregon State chair of the American College of Trial Lawyers, is a fellow in the International Academy of Trial Lawyers, is a member of the American Board of Trial Advocates and was listed as one of the Top Ten Oregon Litigators by the *National Law Journal*. He is recognized by Chambers USA as one of the top commercial litigators in Oregon and is one of only 60 litigators ranked nationally. Dave is included in Lawdragon's 500 Leading Litigators in America and 500 Leading Plaintiffs' Lawyers in America. He is also listed as a Litigation Star by Benchmark Litigation and Benchmark Litigation Plaintiff's edition.

In a statewide survey identifying the top five percent of attorneys, Dave is the number one ranked litigator in Oregon by Oregon Super Lawyers. In 2011, he received the "Leadership in Law" honor from the *Daily Journal of Commerce*.

Dave frequently acts as a mediator and arbitrator to resolve commercial disputes, and he served as a protem judge in Multnomah County for several years. He also is an expert on attorney fees, providing courtroom testimony in legal fee award disputes.

Steven J. Spear, Vice President of Naegeli Trial Technologies, will be assisting Mr. Markowitz with the technology of the seminar.

CONFIRMATION: Confirmation will be sent via e-mail.

CANCELLATION POLICY: Tuition minus a \$20 handling charge will be refunded if the cancellation request is *written and received* by Monday, April 29, 2013.

NEED ASSISTANCE: If you are a person with a disability, please let OLI know in time to make any necessary accommodations for you.

TUITION ASSISTANCE: A limited number of scholarships are available based on financial need. Contact OLI.

REGISTRATION/ORDER FORM

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Friday, May 3, 2013

Name

OSB No. or Profession

Firm/Organization

Street Address

City/State/Zip

Phone

E-Mail

Please "✓" appropriate box below:

TUITION

Registration includes electronic course materials. Print materials are available for an additional \$15.00. (A link to a PDF of the materials will be emailed prior to the seminar day.)

- ☐ \$159 Early registration (received by April 29, 2013)
- ☐ \$119 New attorneys (admitted 2011–2013) and legal staff (received by April 29, 2013)
- ☐ \$80 Legal aid attorneys (received by April 29, 2013)
- ☐ \$15 OLI Passholder (OLI Pass No. _____) and Oregon judges and their lawyer staff (received by April 29, 2013)
- ☐ \$15 Print materials
- ☐ \$20 **Add to above tuition if registration received after April 29, 2013**

LIVE WEBCAST REGISTRATION

This program will be broadcast LIVE over the internet on Friday, May 3, 2013, starting at 9:00 a.m. Pacific Time. You may access this event from anywhere with an established internet connection. The webcast will include video and audio of the speakers and seminar handout materials — all on your computer! To register for the live webcast, please click [here](#) or go to our website at <http://go.lclark.edu/oli> and click on "Webcasts."

PRODUCT ORDER

I am unable to attend. Please send me:

- ☐ \$179 Audio CDs and print course book
- ☐ \$239 DVDs and print course book
- ☐ Deduct 50% from product order if you are an OLI Passholder (OLI Pass No. _____)
- ☐ **\$7.00 Note: Add \$7.00 shipping & handling fee to above product orders.**

ENCLOSED IS \$ _____ BY:

- ☐ Check payable to Oregon Law Institute (OLI)
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