

Mastering the Art of Persuading the Trial and Appellate Judge

Featuring David Markowitz and Anna Joyce

Register now at osbar.inreachce.com (search for OP17)



Friday, December 15, 2017

1:00 p.m.–4:00 p.m.

Oregon State Bar Center

16037 SW Upper Boones Ferry Rd., Tigard

CLE credits: 2.75 General or Practical Skills

Register now at osbar.inreachce.com

(search for OP17)

Most trial practice courses focus on the jury trial; this program focuses on the trial and appellate judge as the decision maker. Learn powerful practical methods for increasing the chance of winning where the outcome is decided by a trial judge. Designed for lawyers at all experience levels, this program covers basic dos and don'ts and advanced concepts to enhance trial and appellate judge persuasion, including how to persuade the trial and appellate judge during pre-trial motions, hearing, trial, and post-trial motions.

Register by 12/11/17 and save \$10.

LIVE EVENT



Early registration discount

Register by 12/11/17 and save \$10

\$65 ONLD member

\$75 OSB member

\$85 Non-OSB member

(Electronic materials are included with your registration.)

LIVE WEBCAST



\$75

Webcast registration

(Includes online access to recorded seminar for 60 days after the live event.)

Products

OP17.KCDE

Audio CDs with electronic materials..... \$75

OP17.KDVE

DVDs with electronic materials \$90

This seminar will be available on-demand after the live program. Please visit osbar.inreachce.com and search for OP17. On-demand access is available for 60 days after the date of purchase.



Questions or need help with registration?

Call the OSB CLE Service Center:

(503) 431-6413 or (800) 452-8260, ext. 413

50-Year and Active Pro Bono OSB members and Oregon judges and their lawyer staff – please call the OSB CLE Service Center at (503) 431-6413 or (800) 452-8260, ext. 413 to register for the live seminar.

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12:00 Registration

One 15-minute break will be taken during the afternoon session

1:00 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
- Oral argument for the appellate judge

Elements of Trial and Appellate 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

4:00 Adjourn

General Information

Cancellations: Cancellation requests must be received by the OSB CLE Service Center at least 72 hours prior to the date of the seminar to qualify for a refund. Refunds are subject to a \$25 cancellation fee.

Tuition Assistance: Email a request stating your financial situation to cle@osbar.org no later than one week before the seminar.

Dietary Restrictions or Accessibility Accommodations: Please make your request at least 72 hours before the date of the seminar.



David Markowitz is the co-founder of the Markowitz Herbold law firm and considered by his peers to be among the finest trial lawyers in the West. He has received numerous awards and recognition for his outstanding trial work and efforts in mentoring and educating

attorneys at all levels. He has been acknowledged by premier legal publications, including *Super Lawyers* and *Best Lawyers in America*, and he was recognized by *Chambers USA* as a top commercial litigator in Oregon and one of only three Oregon litigators to achieve a “Star” ranking. In addition, he is a Fellow and former Oregon State Chair of the American College of Trial Lawyers, a Fellow of the International Academy of Trial Lawyers, and a member of the American Board of Trial Advocates. Mr. Markowitz frequently acts as a mediator and arbitrator to resolve commercial disputes, served as a pro tem judge in Multnomah County, and is an expert on attorney fees.



Anna Joyce, co-leader of Markowitz Herbold’s appellate practice, is the former Solicitor General for the State of Oregon. As Solicitor General, Anna led a team of attorneys, attorney managers, and support staff in developing, coordinating, and briefing the State’s legal

position on appeals in Oregon and federal appellate courts. She also managed human resources and staffing, caseload management, and the day-to-day operations of the Division. Anna has argued hundreds of cases before the Oregon Appellate Courts and has written briefs for three cases that went before the United States Supreme Court.



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