



5200 S.W. Meadows Rd.  
P.O. Box 1689  
Lake Oswego, OR 97035-0889

## Speaking to Win: Effective Speaking for Lawyers *with Steven Stark*

- ◆ Five key ingredients of oral prose
- ◆ How to handle questions during a technical presentation
- ◆ Winning techniques for oral argument before a judge
- ◆ What to say when your client is in trouble



## Speaking to Win: Effective Speaking for Lawyers *with Steven Stark*

Comments from past participants  
of Speaking to Win:

- ◆ “Considerate, humorous, polite, literate, most intelligent, and practical—a speaker who obviously knows the speaking issues involved in all aspects of law.”
- ◆ “Great instructor! Steve Stark is not just a talking head, and his use of visual aids and tapes made it all the better.”
- ◆ “Totally useful and enlightening—it changed the way I listen and hopefully speak.”

***Return engagement—new seminar!***

**Friday, October 14, 2005  
9 a.m.—4:30 p.m.**

**Oregon Convention Center  
Portland, Oregon**

**6.5 General CLE or Practical Skills credits**

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# Speaking to Win: Effective Speaking for Lawyers *with Steven Stark*

**Friday, October 14, 2005**

6.5 General CLE or Practical Skills credits

Oregon Convention Center  
777 N.E. Martin Luther King Jr. Blvd.  
Portland, Oregon

**M**ORE THAN ANY OTHER PROFESSION, the practice of law depends on the effective use of words, communication, and persuasion. Oregon practitioners will have a rare opportunity to learn “tried-and-true” strategies from one of the best, including how to use humor effectively and how to respond to questions without hesitation. This multimedia, multi-disciplinary program includes fun, practical, improvisational exercises designed to improve your skills and conquer anxiety. Challenges unique to women lawyers will also be discussed.

No matter what the speaking situation, you will leave this seminar with the understanding of what makes the great speakers effective and how to use those techniques as a lawyer.

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8:00 Registration

9:00 Morning Program

12:30 Lunch (on your own)

1:30 Afternoon Program

4:30 Adjourn

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## What this seminar will cover

- ◆ Technical talks and presentations:  
handling questions
  - ◆ What to say when your client is in trouble
  - ◆ Dealing with the press
  - ◆ Oral argument—the dos and don'ts
  - ◆ Using diagrams and pictures
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## What you will learn

- ◆ Why lawyers are often poor speakers
- ◆ How to write a speech or testimony and get across your message
- ◆ How to use humor in a beneficial way
- ◆ How to respond to questions without hesitation
- ◆ How to deal with a hostile or indifferent audience

Register by using this form or calling the OSB CLE Service Desk at (503) 684-7413, or toll-free in Oregon at 1-800-452-8260, ext. 413.

### OSB CLE Seminars Attorney:

◆ Karen D. Lee, [klee@osbar.org](mailto:klee@osbar.org), (503) 431-6382

## Meet Steven Stark . . .

Once described as the David Letterman of CLE, Steven Stark was a lecturer on law at Harvard Law School for 12 years. A graduate of Harvard College and Yale Law School, Mr. Stark has taught hundreds of writing and speaking courses to law firms, corporations, government agencies, judicial gatherings, and CLE groups all over the country. Mr. Stark was a commentator on popular culture and politics for National Public Radio, as well as a frequent contributor to *The Atlantic Monthly*. A former columnist for the *National Law Journal* and *The Boston Globe*, he is the author of three books, *Glued to the Set: The 60 Television Shows and Events that Made Us Who We Are Today*, *Writing to Win: The Legal Writer*, and most recently, *Meet the Beatles*, published by Harper Collins in June 2005.

## Upcoming Seminars

- ◆ **Ethics 2005: Same Game, New Rules**  
Friday, September 9, 2005  
Oregon Convention Center, Portland
- ◆ **Child Abuse Reporting**  
Friday, September 9, 2005  
Oregon Convention Center, Portland
- ◆ **Eliminating Racial Bias in Our Justice System**  
Friday, September 9, 2005  
Oregon Convention Center, Portland
- ◆ **Employment Law 2005: Hot Topics and Trends**  
Thursday, September 15, 2005  
Oregon Convention Center, Portland
- ◆ **Advanced Legal Writing and Editing with Bryan A. Garner**  
Friday, September 16, 2005  
Oregon Convention Center
- ◆ **Broadbrush Taxation 2005**  
Thursday, September 22, 2005  
Oregon Convention Center, Portland
- ◆ **Public Law**  
Friday, September 23, 2005  
World Forestry Center, Portland
- ◆ **Protecting and Exploiting Company Intangible (IP) Assets**  
Friday, September 23, 2005  
World Forestry Center, Portland

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# Speaking to Win: Effective Speaking for Lawyers *with Steven Stark*

Friday, October 14, 2005

Name \_\_\_\_\_ Bar # \_\_\_\_\_

Firm Name \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

## SEMINAR REGISTRATION

### PORTLAND SEMINAR REGISTRATION:

*OSB Member*

\$185 Early Registration (must be received prior to noon, Monday, 10/10/05)..... \$ \_\_\_\_\_

\$205 Regular Registration (received after noon, Monday, 10/10/05)..... \$ \_\_\_\_\_

*Non-OSB Member*

\$215 Non-OSB Member Registration..... \$ \_\_\_\_\_

*2005-2006 Season Ticket Speaker Showcase Discount*

\$92 ..... \$ \_\_\_\_\_

TOTAL REGISTRATION FEES (STW05) (705)..... \$ \_\_\_\_\_

WB

## PAYMENT OPTIONS

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*Registrations and orders will not be processed without payment.*

1. **MAIL with check:** Oregon State Bar, CLE Registration, PO Box 1689, Lake Oswego, OR 97035.
2. **FAX with VISA or MasterCard Number:** 503-968-4456.
3. **PHONE:** 503-684-7413, or toll-free in Oregon at 1-800-452-8260, ext. 413.

***Due to copyright restrictions, video or audio versions of this seminar are not available for replay, rental, or purchase.***

## GENERAL INFORMATION

**QUESTIONS?** Call 503-684-7413, or toll-free in Oregon at 1-800-452-8260, ext. 413. For recorded information on upcoming seminars, call 503-431-6397, or toll-free in Oregon at 1-800-452-8260, ext. 397.

**CANCELLATIONS:** Cancellations must be received in writing at least 48 hours before the start of the seminar. Fax your request to 503-968-4456, Attn: CLE Cancellations. There is a \$20 cancellation fee.

**TUITION ASSISTANCE:** Tuition assistance is available on the basis of financial need. Fax a request stating your financial situation to 503-968-4456 no later than one week before the seminar.

### DIETARY RESTRICTIONS OR SPECIAL

**ACCOMMODATIONS:** Call 503-431-6326, or toll-free in Oregon, 1-800-452-8260, ext. 326.