

# Courtroom Presence

*Presentation techniques to command performance and win the day*

Diplomatic and tactful communication—both verbal and nonverbal—combined with a confident, poised demeanor are vital to success as a trial attorney. Every aspect of hearing and trial work requires a professional courtroom presence to strengthen your representation of your client. New attorneys entering the practice need to develop effective habits, while experienced practitioners require a continuous self-assessment to refine their abilities.

This program helps you discover your communication strengths and weaknesses, assess the intent of your message against the possible outcomes, enhance your communication style, maintain composure with interruptions, and influence outcomes through a calculated message. You learn to communicate more effectively through active listening and develop a method to create a powerful presence to achieve positive results.

## Agenda

- Developing Your Professional Image
- Flexibility and Effective Communication Styles
- Your Message: Intent v. Outcomes
- How to Disagree Agreeably
- Maintaining Composure When Challenged
- Building Self-Confidence and Your Professional Persona
- Powerful Presentation without Intimidation
- “Ask the Experts” Q&A Session

## Faculty

Megan C. Deluhery, Esq., *Todd & Weld LLP, Boston*, Chair

Hon. Dennis J. Curran, *Associate Justice, Superior Court, Commonwealth of Massachusetts*

## Materials

In addition to faculty-prepared submissions that supplement the agenda, the materials for this program include MCLE's *Massachusetts Courtroom Advocacy*, a practical reference prepared by experts in the field that provides comprehensive coverage of the topic as well as helpful exhibits, checklists and forms. With MCLE's supplementation service, new supplements are mailed automatically with an invoice. If you do not wish to subscribe, please note on order form.

Also, there is no need to take extensive notes. Two weeks after the live seminar, all registrants will receive a link to a written verbatim transcript of this program.

## Dates & Locations

### BOSTON

Friday, September 28, 2018  
9:30 am–12:30 pm

MCLE Conference Center,  
10 Winter Place, via Winter Street  
Program Number: 2190094P01

### LIVE WEBCAST

Friday, September 28, 2018  
9:30 am–12:30 pm

Register at [www.mcle.org](http://www.mcle.org)  
Program Number: 2190094WBC

### RECORDED WEBCAST

Friday, October 12, 2018  
9:00 am–12:00 noon

Register at [www.mcle.org](http://www.mcle.org)  
Program Number: 2190094RBC

## Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Sponsor Members
- \$183.75 New Lawyers admitted to law practice after 2015, Pending Admittees, Law Students, and Paralegals

*To receive the eBook instead of the print book of the MCLE manual accompanying this program, please register online at [www.mcle.org](http://www.mcle.org) and select your format.*

## Can't Attend?

View the webcast—live or later, or download the mp3 recording at [www.mcle.org](http://www.mcle.org)

Listen to the Audio CD  
Available after Friday, October 12

- \$135
- \$121.50 MCLE Sponsor Members
- \$101.25 New Lawyers admitted after 2015

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# Policies and Information

## Register early!

For course agendas, hours, fees, and discounts, please refer to the respective seminar pages. The fee includes all written materials unless otherwise noted, program instruction, and refreshment breaks. Lunch may be enjoyed on your own.

To reserve seating and written materials, please register in advance of the program.

Upon registration, MCLE will e-mail a confirmation. Please check in with the registrar on the day of the program.

Walk-in registrants are welcome, with the exception of limited enrollment programs. Please call us to confirm space availability and schedule.

We accept cash, checks, MasterCard, Visa, American Express, and Discover.

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## Mandatory CLE credits

Record of attendance is kept and transmitted upon request to any jurisdiction having mandatory continuing education. MCLE is an accredited sponsor of continuing legal education for Rhode Island and our programs are regularly approved by Maine, New Hampshire, Pennsylvania, New York, Vermont, and other jurisdictions.

And, now, depending on the jurisdiction, lawyers can satisfy their mandatory CLE requirements online with MCLE's live webcasts, which include periodic attendance prompts and the opportunity to forward written questions to the faculty during the program, fill out an evaluation form and receive a certificate of attendance.

## If your plans change

If you're unable to attend a program you've registered for, you will receive an email notification shortly after about how to access the program on demand via webcast and/or downloadable mp3 file, including the written materials in electronic form, in full satisfaction of the tuition paid. If you prefer a refund, let us know by the end of the business day prior to the program and we'll refund your tuition after deducting a \$25 processing fee. Note that limited enrollment programs are an exception, cancellation of which require two weeks notice and are subject to a \$45 processing fee.

## Attorney scholarships

Attorneys with financial need who certify that they are unable to attend a program without financial aid may request a partial tuition scholarship in confidence by writing or emailing [scholarships@mcle.org](mailto:scholarships@mcle.org) at least two weeks in advance of the program.

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