

CLE Training that Improves Your Practice

PINCUS Professional Education Home Study Courses / California DVDs, Audio CDs and Course Materials Packets

As a practicing attorney and former judicial law clerk, I created Pincus Professional Education to provide attorneys and legal professionals with better quality Continuing Legal Education (CLE) programs that had a strong practical focus. A large majority of our programs are taught by current or former judicial law clerks, judicial research attorneys, or court attorneys and are geared towards teaching you the procedural and practical aspects of litigation that are required to be a successful attorney.

We also have programs taught by experts that help you manage your image, your presentation skills, your practice and your career. Our goal is to help you improve your practice, not simply to help you fulfill your CLE requirements

Browse the home study offerings in this brochure...most are available on audio CD as well as online as instant streaming or download.

Cheers,
Faith Pincus

For more in-depth descriptions of programs, please visit
http://www.pincusproed.com/home_study.php

ALL PRICES PLUS CA TAX AND SHIPPING

Return/Refund Policy
CDs and DVDs are returnable if defective for a full refund or replacement, within 90 days of purchase.

ADMINISTRATIVE LAW / PRACTICE

Administrative Hearings under the California Administrative Procedure Act

A practical beginner's guide to Admin Hearings

What you will learn:

- Initial Client Consultation
- Discovery and Evidentiary Issues
- Witness Preparation
- Pre-hearing Events
- Admin Law Hearings
- Investigations and Pre-accusation Proceedings
- Post-hearing Proceedings
- Teacher Cases
- Land Use and Environmental
- Healthcare Professionals

MCLE Credit: 6.0 units in CA

[To Be Recorded 2011] Available on audio CD. **\$389**

Administrative Writs of Mandamus: What you Need to Know

What you will learn:

- When is a petition for a writ of administrative mandamus appropriate? CCP §1094.5
- How to make a strong administrative record with judicial review (mandate) in mind
- Filing and opposing a petition for writ of administrative mandamus, including strategies and practical tips for practitioners
- Affirmative defenses (including exhaustion of administrative remedies)
- Stay requests and oppositions
- Obtaining & lodging the administrative record
- Standard of judicial review:
 - Questions of basic fact - independent judgment and substantial evidence;
 - Questions of law - Judicial deference to agency interpretations under the Yamaha test – how to balance the many factors
 - When the agency decision involves questions of discretion - the arbitrary & capricious test

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- Tips on writing effective P's & A's in support of – or against - the petition
- Admissibility of new evidence (or improperly excluded evidence) CCP § 1094.5 (e)
- The mandate Hearing--what to expect from the Court
- When is remand appropriate?
- Preparing the Judgment, Writ, or Reply

MCLE Credit: 6.0 units in CA

[To Be Recorded 2011] Available on audio CD. **\$389**

Writ of Administrative Mandamus Demystified

Taught by the foremost experts on this topic in CA!

What you will learn:

- When is a petition for a writ of administrative mandamus appropriate? CCP §1094.5
- How to make a strong administrative record with judicial review (mandate) in mind
- Filing and opposing a petition for writ of administrative mandamus, including strategies and practical tips for practitioners
- Affirmative defenses (including exhaustion of administrative remedies)
- Stay requests and oppositions
- Obtaining & lodging the administrative record
- Standard of judicial review:
 - Questions of basic fact - independent judgment and substantial evidence;
 - Questions of law - Judicial deference to agency interpretations under the Yamaha test – how to balance the many factors
 - When the agency decision involves questions of discretion - the arbitrary & capricious test
- Tips on writing effective P's & A's in support of – or against - the petition
- Admissibility of new evidence (or improperly excluded evidence) CCP § 1094.5 (e)
- The mandate Hearing--what to expect from the Court
- When is remand appropriate?
- Preparing the Judgment, Writ, or Reply

What attendees have said:

"Outstanding program - sorely needed!"

"This seminar was spot-on." Carlo Coppo, Esq.

"More than satisfied!"

MCLE Credit: 3.5 units in CA; 3.5 units Appellate Specialization Credit in CA
Available on audio CD. **\$295**

APPELLATE PROGRAMS

9th Circuit Boot Camp: A Beginning & Intermediate Guide to 9th Circuit Practice

Former 9th circuit law clerks teach you how to litigate before the 9th circuit and provide the court's perspective about best and worst litigation practices.

What you will learn:

- An Overview of the Federal Appellate Process
- Working with the Motions Unit
- Briefing Your Appeal Effectively
- Preparing the Excerpts of Record
- Developing Your Oral Argument
- Drafting Petitions for Panel Rehearing and Petitions for Rehearing En Banc
- Using the Court's Electronic Filing System
- Communicating with the Court: Whom to Contact When You Need Help

What attendees have said:

"The seminar was excellent! I liked the practical application aspects – such as the sample brief. An excellent use of my time and worth every penny." Nancy Miller, Esq.

"Really great program. One of the best I've attended." Kimberly Smith, Esq.

MCLE Credit: 6.0 units in CA & WA; 6.0 units Appellate Specialization Credit in CA
Available on audio CD. **\$379**

90 Days between Judgment and Appeal

Certified appellate experts discuss California and federal post trial practice.

What you will learn:

- Why, when, and how to request a statement of decision
- The importance of polling jurors and how to draft juror declarations
- How a judgment is drafted and entered
- The many uses and tricky timing of new trial motions
- When to make other post trial motions – and when not to

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- How to stop collection while you appeal or think about it
- The first steps in commencing an appeal

What attendees have said:

"Very practical, I can use immediately" Carol Holland, Esq.

"Very focused, succinct and practical."

MCLE Credit: 3.0 units in CA; 3.0 units Appellate Specialization Credit in CA
Available on audio CD. **\$295**

Appellate Practice Boot Camp: Court Attorneys Teach the Do's and Don'ts

Appellate law experts, including career staff attorneys from various appellate courts, discuss California appellate litigation, with an emphasis on practical tips. This is a beginning to intermediate program.

What you will learn:

- How appeals are processed and resolved
- The importance of appealing the right order or judgment
- Standards of review and prospects for reversal
- Appellate applications and motions
- Drafting effective briefs, including tips from the research attorneys who read the briefs
- What to expect at oral argument and how to improve oral presentations
- Decisions & publication
- What happens to rehearing petitions and how you should handle them
- The top "do's" and "don'ts" for effective appellate attorneys

What attendees have said:

"This presentation was excellent. I wanted a look behind the scenes of the Court of Appeal, and this delivers." Rachel Cook, Esq.

"I truly feel prepared now to begin my appellate practice after this seminar." Enid Perez, Esq.

San Francisco Seminar Recording, focus on the First District Court of Appeal

Los Angeles Seminar Recording, focus on the Second District Court of Appeal

Fresno Seminar Recording, focus on the Fifth District Court of Appeal

MCLE Credit for each course: 3.0 units in CA; 3.0 units Appellate Specialization Credit in CA
Available on audio CD. **\$295**

CLE Training that Improves Your Practice

Appellate Practice Webinar Series

We gathered some of our best appellate experts for this 5-Webinar Series on those critical appellate topics everyone needs to know more about.

Webinar #1: **Challenging “Settled” Precedent on Appeal & Using Legislative History on Appeal**, by Wendy Lascher of Lascher & Lascher

What you will learn:

- Why it's important to start challenging "settled" precedent before litigation begins
- How to choose the right case for your challenge, what to do if you don't have a choice, and how to shape the challenge in the trial court
- How courts identify, define and interpret legislative intent
- The mechanics of presenting evidence of legislative intent
- Ways to write about legislative intent
- The fine points of stare decisis
- Ways to structure and write challenges to precedent

MCLE Credit: 1.5 units in CA; 1.5 units Appellate Specialization Credit in CA
Available on audio CD, instant online streaming or download. **\$149**

Webinar #2: **How to Write a Petition for Review/Petition for Certiorari that Gets Heard**, by Certified Appellate Expert Benjamin Shatz and Mike Berger

What you will learn:

- Timelines for filing petitions, obtaining extensions, and expected rulings
- How petitions are processed at the courts through general staff and the cert pool
- Procedural prerequisites, format limitations, fees, and filing technicalities
- Opposing petitions and the role of amicus participation
- Statistical odds of success
- Factors favoring or disfavoring review
- Issues worthy of review and how to frame or re-frame them
- Where to seek help and useful practice guides and websites

MCLE Credit: 1.5 units in CA; 1.5 units Appellate Specialization Credit in CA
Available on audio CD, instant online streaming or download. **\$149**

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Webinar #3: **Addressing Contractual Interpretation and Evidentiary Issues in Appellate Briefs**, by Wendy Lascher of Lascher & Lascher

What you will learn:

- Applicable standards of appellate review
- How to frame the questions presented to emphasize a favorable standard of review
- How to draft a compelling statement of facts
- How to draft and use argumentative headings to advance your argument
- Which types of evidentiary rulings are most likely to attract an appellate court's attention
- How to show prejudicial error

MCLE Credit: 1.5 units in CA; 1.5 units Appellate Specialization Credit in CA
Available on audio CD, instant online streaming or download. **\$149**

Webinar #4: **How to Give a Better Oral Argument**, by Faith Pincus of Pincus Communications/Pincus Professional Education & Ethan Schulman of Crowell & Moring LLP

What you will learn:

- Preparing for Oral Argument
- Organizing your outline & focusing your argument
- In front of the bench – what to do and what not to do
- Questions and answers

MCLE Credit: 1.5 units in CA, WA & IL; 1.5 units Appellate Specialization Credit in CA
Available on audio CD, instant online streaming or download. **\$149**

Webinar #5: **Managing an Appellate Practice and Using Efficient Tech Tools**, by Robin Meadow

What you will learn:

Tips re: Fee Arrangements, Client relations, Trial Counsel relations:

- Client relations
- Informing and shaping expectations about the appeal
- How the rules of the game are different
- Was the record preserved

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Scope of client/trial counsel involvement:

- Reality checks
- When, if ever, does your involvement become public?
- Relationships with trial counsel
- The malpractice quandary

Managing an appellate practice:

- Communicating with opposing counsel
- Managing timelines
- Monitoring court dockets
- Communicating with the court

Tech suggestions for keeping on top of cases

Technology Tools for a Better Tomorrow:

- Using electronic documents
- The power of PDF
- Searchable electronic records

MCLE Credit: 1.5 units in CA; 1.5 units Appellate Specialization Credit in CA
Available on audio CD, instant online streaming or download. **\$149**

Demystifying Civil Appeals

Certified Appellate Specialists Teach Federal and State Appellate Practice

What you will learn:

- Introduction: Life in the Appellate Lane; advice to clients
- Creating and preserving an appellate record before and during trial
- Distinguishing between appealable and non-appealable orders and judgments
- When to seek an interlocutory writ
- Navigating Notice of Appeal deadlines
- Stays of enforcement
- Applying appellate standards of review, avoiding sanctions for frivolous appeals

What attendees have said:

“This was one of the better seminars I have attended. An excellent program I would recommend to any attorney.” Frank Lupo, Esq.

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"The panelists were well versed in appellate law – it's always nice to learn helpful hints in addition to the rules of court."

MCLE Credit: 6.0 units in CA; 6.0 units Appellate Specialization Credit in CA
Available on audio CD. **\$379**

How to Pass the Appellate Specialization Exam

Learn how to study for the CA Appellate Specialization Exam (given every other year in odd years) with two former chairs of the Specialization Committee that writes, grades and administers the exam as well as certified civil and criminal appellate specialists.

What you will learn:

- How the exam is written
- How the exam is graded and on what schedule
- How best to study for the exam, including using old exam questions we will provide
- The exam's format and content, including:
 - appellate ethics
 - tricky procedural topics
 - pre-briefing issues
 - motions and briefing
 - post-briefing topics
 - writs

What attendees have said:

"Mr. Shatz, I just finished my second listening to your Pincus program re the appellate specialization exam. I sure do appreciate you putting the program together. It helped shape my study plan and outline and is a great refresher. Thanks for participating in it." J. Lewis, Esq.

"I just learned that I passed the August Appellate Specialist Exam. I didn't attend your course in person, I had the CD's; but the course really helped me pass the exam. You did a nice job of treating the civil and criminal sides of the exam, I thought. I found the course very useful and helpful. Thanks to you and the panel who put it on."

MCLE credit: This seminar is not available for specialization or MCLE credit due to the content and purpose (exam prep) of the program.
Available on audio CD. **\$495**

Persuasive Appellate Brief Writing

Taught by experienced court attorneys and litigators for the state and federal appellate courts.

What you will learn:

- How to minimize the time you spend drafting an appellate brief
- How to please the three audiences for every brief

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- How to present the facts to tell your client's story
- Why the standard of review is important
- How to improve your argument headings
- Why you should give the court a clear road map of your argument
- How to structure and develop winning arguments
- How to avoid some common pitfalls in using legal authority

What attendees have said:

"The BEST writing CLE I have ever attended! The appellate 'insider knowledge' made this CLE extremely valuable." Marlyn Hawkins, Esq.

"Awesome! The first CLE I have been to where all the info was helpful and the presenters held my attention throughout." Inge Fordham, Esq.

MCLE Credit: 6.0 units in CA & WA; 6.0 units Appellate Specialization Credit in CA
Available on audio CD, instant online streaming or download. **\$379**

State & Federal Appeals (CIVIL): Strategies for Winning in Either Venue

A Intermediate Level Program with Sitting Justices, Staff Attorneys, and Appellate Experts

What you will learn:

- Making and Preserving the Record at Trial
- Staying Judgments and Orders
- Writs, Motions and Other Procedural Headaches
- More Effective Brief-Writing (discussion lead by justices)
- Persuasive Oral Argument (discussion lead by justices)
- MOCK ORAL ARGUMENT IN RIVERSIDE, ORANGE COUNTY AND LOS ANGELES.
- Loose Ends Session: What to do after the appeal is over and other loose ends
- State v Federal Differences: Main differences discussed
- San Francisco Only: SPECIAL CA SUPREME COURT SESSION

State v. Federal Appeals San Francisco

The panel focuses on civil appellate practice in California and will also provide special insight into the practices and procedures at the Fourth District Court of Appeal.

Panelists include: Justice **Stuart R. Pollak**, CA Court of Appeal; Justice **James A. Richman**, CA Court of Appeal; **Daniel H. Bromberg**, Quinn Emanuel Urquhart Oliver & Hedges, LLP; **Carin T. Fujisaki**, CA Supreme Court; **Amy Margolin**, Bien & Summers LLP; **Tara Mitcheltree**, Career Law Clerk, U.S. Court of Appeals for the Ninth Circuit; **Kelley Poleynard**, Professor at Whittier Law School and former law clerk for Judge Audrey B. Collins in the Central District of CA; **Ethan P. Schulman**, Certified Specialist in Appellate Law*, Crowell & Moring LLP; **Todd E. Thompson**, CA Court of Appeal; **Gary A. Watt**, Archer Norris; **Kelley White**, Former Staff Attorney, U.S. Court of Appeals for the Ninth Circuit; **Greg E. Wolff**, CA Supreme Court.

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MCLE Credit: 6.0 units in WA & IL. 6.0 units in CA, including 0.5 hour Ethics credit; 6.0 hours of Appellate Specialization Certification credit in CA.
[To Be Recorded 2011] Available on audio CD. **\$389**

State v. Federal Appeals Los Angeles

This panel focuses on civil appellate practice in California.

Panelists include: Justice **Laurence D. Rubin**, CA Court of Appeal; Justice **Paul Turner**, CA Court of Appeal; **Honey Kessler Amado**, Certified Specialist in Appellate Law*; **Randee J. Barak**, CA Court of Appeal; **Gina M. Calvelli**, CA Court of Appeal; **Wendy C. Lascher**, Certified Specialist in Appellate Law*, Ferguson Case Orr Paterson LLP; **Paula M. Mitchell**, Career Law Clerk, U.S. Court of Appeals for the Ninth Circuit; **T. Peter Pierce**, Certified Specialist in Appellate Law*, Richards, Watson & Gershon; **Benjamin G. Shatz**, Certified Specialist in Appellate Law*, Manatt, Phelps & Phillips, LLP; **John A. Taylor, Jr.**, Certified Specialist in Appellate Law*, Horvitz & Levy LLP.

MCLE Credit: 6.0 units in WA & IL. 6.0 units in CA, including 0.5 hour Ethics credit; 6.0 hours of Appellate Specialization Certification credit in CA.
[To Be Recorded 2011] Available on audio CD. **\$389**

State v. Federal Appeals Riverside

The panel also provides insight into the practices and procedures at the Fourth District Court of Appeal.

Panelists include: Justice **Thomas Hollenhorst**, CA Court of Appeal; Justice **Douglas P. Miller**, CA Court of Appeal; **Honey Kessler Amado**, Certified Specialist in Appellate Law*; **Don Davio**, Staff Attorney, CA Court of Appeal; **Pablo Drobny**, Staff Attorney, CA Court of Appeal and Writ expert; **Kira L. Klatchko**, Certified Specialist in Appellate Law*, Best Best & Krieger LLP; **Douglas S. Phillips**, Best Best & Krieger LLP; **Michael J. Raphael**, Chief, Criminal Appeals Section of the U.S. Attorney's Office; **Carmela Simoncini**, CA Court of Appeal.

MCLE Credit: 6.0 units in WA & IL. 6.0 units in CA, including 0.5 hour Ethics credit; 6.0 hours of Appellate Specialization Certification credit in CA.
[To Be Recorded 2011] Available on audio CD. **\$389**

State v. Federal Appeals Costa Mesa

The panel also provides insight into the practices and procedures at the Fourth District Court of Appeal.

Panelists include: Justice **Richard Fybel**, CA Court of Appeal; **Rachel L. Lerman**, Akin Gump Strauss Hauer & Feld, LLP; **Nancy L. Kendrick**, CA Court of Appeal; **Todd E. Lundell**, Certified Specialist in Appellate Law*, Snell & Wilmer LLP; **Paula M. Mitchell**, Career Law Clerk, U.S. Court of Appeals for the Ninth Circuit; **Nathan R. Scott**, CA Court of Appeal; **Mary-Christine Sungaila**, Snell & Wilmer LLP; **Becky S. Walker James**, Law Offices of Becky Walker James.

MCLE Credit: 6.0 units in WA & IL. 6.0 units in CA, including 0.5 hour Ethics credit; 6.0 hours of Appellate Specialization Certification credit in CA.
[To Be Recorded 2011] Available on audio CD. **\$389**

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State v. Federal Appeals Washington

This panel focuses on civil appellate practice in Washington.

Panelists include: **Hon. Debra L. Stephens**, Justice, Washington State Supreme Court; **Hon. Richard Tallman**, U.S. Court of Appeals for the Ninth Circuit; **Commissioner James Verellen**, Washington Court of Appeals, Division I; **Commissioner Eric B. Schmidt**, Washington Court of Appeals, Division II; **Thomas Fitzpatrick, Esq.**, Partner, Talmadge/Fitzpatrick PLLC; **Leonard Feldman, Esq.**, Partner, Stoel Rives LLP; **Pamela Okano, Esq.**, Partner, Reed McClure; **Hunter Ferguson, Esq.**, Stoel Rives LLP, former law clerk to Judge William Ellis, Washington Court of Appeals, Division I; **Paul J. Lawrence, Esq.**, Partner, Pacifica Law Group LLP.

MCLE Credit: 6.0 units in WA & IL. 6.0 units in CA, including 0.5 hour Ethics credit; 6.0 hours of Appellate Specialization Certification credit in CA.

[To Be Recorded 2011] Available on audio CD. **\$389**

Storytelling for Appellate Lawyers

What you will learn:

- Why telling the most compelling story is the key to writing a persuasive brief
- How to identify and present the theme of your client's story
- How to describe characters and conflict in your client's story
- How to use point of view to tell a compelling story
- How to rely on "showing" rather than "telling" to advance the story's narrative
- How to tell a compelling story efficiently and economically

MCLE Credit: 3.0 units in CA; 3.0 units Appellate Specialization Credit in CA

[To be recorded 2011] Available on audio CD. **\$295**

The Complete Appeal: Strategies from Start to Finish

Learn firsthand from Court of Appeal Justices and staff attorneys, and from experienced appellate practitioners, how best to navigate the appellate process.

What you will learn:

- Appealability and mechanics of filing: writs v. appeals
- Strategies for stays/supersedeas and when/how to ask
- Preparing and obtaining final judgments (including findings and statements of decision and objections)
- Comparison between state and federal appeals/writs
- Persuasive brief writing (including standard of review, tips, etc)
- What the bench wants to hear at oral argument
- Dealing with a difficult bench during oral argument

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- Decisions (including tentative decisions and post-appeal)

What attendees have said:

"Very good; nice to hear about the inner workings of the Court of Appeal." J. Fagan, Duane Morris, LLP

"Excellent distillation of what matters in appellate practice."

Complete Appeal Los Angeles

The panel focuses on civil appellate practice in California and will also provide special insight into the practices and procedures at the Fourth District Court of Appeal.

Panelists include: **Hon. Paul Turner**, Presiding Justice, California Court of Appeal, Second Appellate District, Division Five; **Hon. Laurence D. Rubin**, Justice, California Court of Appeal, Second Appellate District, Division Eight; **Mitchell E. Abbott, Esq.**, Richards, Watson & Gershon; **Randee J. Barak, Esq.**, Lead Appellate Attorney, California Court of Appeal, Second District, Division Seven; **Gina M. Calvelli, Esq.**, Senior Appellate Court Attorney, California Court of Appeal, Second District, Division Four; **Wendy C. Lascher, Esq.**, Lascher & Lascher; **Robin Meadow, Esq.**, Greines, Martin, Stein & Richland LLP; **T. Peter Pierce, Esq.**, Richards, Watson & Gershon; **Benjamin G. Shatz, Esq.**, Certified Appellate Specialist, Manatt Phelps & Phillips LLP.

MCLE Credit: 7.0 units in CA; 7.0 units Appellate Specialization Credit in CA

Available on audio CD. **\$395**

Complete Appeal San Francisco

This panel focuses on civil appellate practice in California.

Panelists include: **Hon. Stuart R. Pollak**, Justice, California Court of Appeal, First Appellate District, Division Three; **Hon. James A. Richman**, Justice, California Court of Appeal, First Appellate District, Division Two; **Elliot L. Bien, Esq.**, Bien & Summers LLP; **Daniel H. Bromberg, Esq.**, Quinn Emanuel Urquhart Oliver & Hedges LLP; **Carin T. Fujisaki, Esq.**, Judicial Staff Attorney, California Supreme Court, Fourth District; **Amy E. Margolin, Esq.**, Bien & Summers LLP; **Ethan P. Schulman, Esq.**, Crowell & Moring LLP; **Todd E. Thompson, Esq.**, Career Judicial Staff Attorney, First District Court of Appeal, San Francisco; **Greg Wolff, Esq.**, Career Judicial Attorney/Senior Research Attorney, California Supreme Court.

MCLE Credit: 7.0 units in CA; 7.0 units Appellate Specialization Credit in CA

Available on audio CD. **\$395**

Complete Appeal Palm Springs/Riverside

The panel also provides insight into the practices and procedures at the Fourth District Court of Appeal.

Panelists include: **Hon. Douglas P. Miller**, Justice, California Court of Appeal, Fourth District, Division Two; **Donna Hecht, Esq.**, Senior Research Attorney, California Court of Appeal, Fourth District, Division Two; **Michael J. Raphael, Esq.**, Chief, Criminal Appeals Section, US Attorney's Office District 7; **Douglas S. Phillips, Esq.**, Best Best & Krieger LLP; **Kira L. Klatchko, Esq.**, Best Best & Krieger LLP; **Randee J. Barak, Esq.**, Lead Appellate Attorney, California Court of Appeal, Second District, Division Seven.

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MCLE Credit: 6.0 units in CA; 6.0 units Appellate Specialization Credit in CA
Available on audio CD. **\$379**

Complete Appeal Washington

This panel focuses on civil appellate practice in Washington.

Panelists include: Hon. Debra L. Stephens, Justice, Washington State Supreme Court; **Commissioner James Verellen**, Washington Court of Appeals, Division I; **Commissioner Eric B. Schmidt**, Washington Court of Appeals, Division II; **Phil Talmadge, Esq.**, former Washington Supreme Court Justice and founder of Talmadge/Fitzpatrick PLLC; **Leonard Feldman, Esq.**, Partner, Stoel Rives LLP; **Mary H. Spillane, Esq.**, Williams Kastner; **Hunter Ferguson, Esq.**, former law clerk to Judge William Ellis, Washington Court of Appeals, Division I; **Paul J. Lawrence, Esq.**, Partner, K&L Gates LLP.

MCLE Credit: 7.0 units in WA & CA; 7.0 units Appellate Specialization Credit in CA
Available on audio CD. **\$395**

Winning Your Appeal at the Trial Court Level

Appellate experts review every aspect of trial practice from a renewing court perspective.

What you will learn:

- Why appellate standards of review should matter to trial lawyers
- How to choose causes of action and defenses that will survive review
- When, why, and how to make pretrial motions and motions in limine
- Do's and don'ts in questioning witnesses, objecting to testimony, and using documentary evidence
- Drafting appropriate jury instructions and verdict forms
- The statement of decision process

What attendees have said:

"Excellent presentation! Provided exactly what was advertised. Very current information, very knowledgeable presenters." Kathryn Schofield, Esq.

"The presenters were excellent, knowledgeable and experienced in the topic area. I liked the pointers on pitfalls to avoid." Sheryl Leighton, Esq.

MCLE Credit: 3.0 units in CA; 3.0 units Appellate Specialization Credit in CA
Available on audio CD. **\$295**

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Writ Practice Boot Camp: Court Attorneys Teach the Do's and Don'ts

These programs focus on civil writs in the CA Court of Appeal.

What you will learn:

- Why writs are "extraordinary"— the differences between writs and appeals
- When you should consider filing a writ petition— what factors improve your possibility of success
- How to prepare an adequate record for filing a writ petition
- The mechanics of drafting and filing a writ petition
- How writ petitions are processed
- The different types of orders the court uses to resolve petitions, and what they mean
- Distinctions between discretionary petitions and petitions which serve in lieu of an appeal

What attendees have said:

"This seminar was precisely what I had hoped for. Direct, to the point, and practical." Tom Freeman, Esq.

"A terrific program - well organized materials and a faculty comprised of court staff made this presentation extremely valuable." Terry Kesinger, Esq.

Writ Practice Boot Camp: 2nd DCA Los Angeles

MCLE Credit: 3.5 units in CA, including 0.5 units Ethics credit

Available on audio CD. **\$295**

Writ Practice Boot Camp: 3rd DCA Sacramento

MCLE Credit: 3.5 units in CA, including 0.5 units Ethics credit

Available on audio CD. **\$295**

BANKRUPTCY PROGRAMS

Bankruptcy 101: A Practical Program on Chapters 7 and 13

This course is designed for practitioners new to Chapters 7 and 13

What you will learn:

Chapter 13 Basics, Debtor's Representation, Role of the Trustee:

- Overview
- Client Responsibilities and Information
- Drafting Plan, Schedules and Statements, Means Test
- Filing Documents/Paying Court Filing Fee
- Getting Attorney Fees Paid

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- Section 341 Meeting
- Plan confirmation issues
- Role of Chapter 13 Trustee
- Post-Confirmation Issues
- Debtor Financial Education
- Completion of Plan and Discharge

Debtor's Representation, Chapter 7:

- The concept of Chapter 7
- Counsel's "Toolkit"
- Prepetition information gathering process
- Income, expenses, and Means Test
- Credit counseling certificate
- Filing and its effect
- 4002 Documents
- 341 meeting
- 60 day deadline for discharge complaints
- Financial education requirement
- Discharge
- Interaction with chapter 7 trustee and US trustee
- Treatment of types of claims:
- What happens to assets?

Creditor's Representation, Chapters 7 and 13:

- Overview of Creditor's Rights
- Rights of Creditors in Special Situations
- Treatment of Secured Claims In Reorganization Cases
- Judgment Lien Avoidance
- Exceptions and Objections to Discharge
- Dismissal and Conversion

Role of the Trustee in Chapter 7 Proceedings:

- Overview
- Preparing for the Sec 341 Meeting of Creditors
- Liquidation of Assets
- Objections to Exemptions, Discharge and Abusive Filings
- Why Can't We Just Get Along?

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What attendees have said:

"Excellent materials and delivery by all panelists." Leslie Smith, Esq.

"Good, timely and pertinent information!! Delivered what was promised!" Charles R. Steinberg, Esq.

MCLE Credit: 6.0 units in CA, IL & WA, including 0.5 units Ethics credit in CA & WA
Available on audio CD, instant online streaming or download. **\$379**

Bankruptcy Boot Camp: An In-Depth Guide

Taught by career law clerks and bankruptcy judges

What you will learn:

- How to commence a bankruptcy case without receiving a deficiency notice from the Clerk's Office
- Crucial deadlines and how to extend them
- The new requirements created by the Bankruptcy Abuse Prevention and Consumer Protection Act of 2005
- Passing the "means test"
- Satisfying the credit counseling requirement
- "Filing" payment advices
- What it takes to make a successful motion
- When service has been made properly
- How to deal with "urgent" matters
- The electronic filing requirements
- Tips for getting your proposed order signed by a judge on the first try
- What is an automatic stay and how do you make it go away (or reappear)
- Create effective reaffirmation agreements
- Do's & don'ts for chapter 11 plans and disclosure statements
- Differences between the "main case" and an "adversary proceeding"
- Drafting effective briefs
- How to prepare for status conferences and trial
- The procedure for obtaining reconsideration
- The steps for perfecting appeal
- Whether Bankruptcy Appellate Panel decisions are binding
- Ethical traps to avoid in representing debtors and creditors
- Communicating with the Court

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What attendees have said:

"Good practical tips." Christina Matchett, Esq.

"Excellent materials and delivery by all panelists." Leslie Smith, Esq.

ILLINOIS program, taught by current and former law clerks, U.S. Bankruptcy Court, Northern District of Illinois

MCLE Credit: 3.0 units in IL & CA

WASHINGTON program, taught by two court attorneys from the U.S. Bankruptcy Court, Western District of Washington and moderated by Dan Caine of Ryan, Swanson & Cleveland PLLC

MCLE Credit: 3.0 units in WA & CA, including 0.5 units Ethics credit

CALIFORNIA program, taught by four court attorneys from the U.S. Bankruptcy Court, Northern District of California and moderated by Jeffrey Rehfeld of Sheppard, Mullin, Richter & Hampton LLP

MCLE Credit: 3.0 units in CA & WA, including 0.5 units Ethics credit

Available on audio CD. **\$295**

Business Bankruptcy Boot Camp: Chapter 11 Demystified

This webinar covers procedures and strategies of the typical Chapter 11 case from pre-bankruptcy planning through plan confirmation and beyond.

What you will learn:

- Workouts: pre-Chapter 11
- Corporate governance: zone of insolvency, directors and non-director issues, cause of action, possible claims, breach of fiduciary duty
- Employment and fee issues
- DIP financing, cash collateral
- Litigation issues
 - venue/forum
 - impact of automatic stay
 - avoidance actions
- Claims objection including 3B9 / 20 day vendor claims
- Trustee compliance / ongoing US Trustee compliance & reporting
- Executory contracts and leases
- Misc. sales/settlements that might occur during the course of a bankruptcy case
- Use of bankruptcy case to achieve a 363 sale, valuation issues, plan confirmation
- Use of Chapter 11 to accomplish a sale vs. a restructuring
- Plan formulation and confirmation
- Preservation of NOL (net operating loss) & tax issues to be fully treated

MCLE Credit: 3.0 units in CA, WA & IL

Available on audio CD, instant online streaming or download. **\$249**

REAL ESTATE / ENVIRONMENTAL / LAND USE PROGRAMS

California Land Use: Legal, Political and Public Affairs Issues

What you will learn:

- How to spot a California land use issue
- Land Use issues in purchase and sale agreements and leases
- California's regulatory framework for development
- How to develop a plan for entitlement that includes community relations and legal strategies
- How land use attorneys and community relations consultants can work together within the existing political landscape climate and with current land use regulations to win project approvals
- How to avoid legal pitfalls that cause project approval delays

What attendees have said:

"Excellent, entertaining and practical information relative to many matters." Jonathan Glidden

"I came in fully expecting to be bored to death. However, I really found that the issues discussed were dynamic, useful, and interesting. A pleasant surprise!" M. Hopkins

MCLE Credit: 3.0 units in CA
Available on audio CD. **\$295**

ETHICS / BIAS / SUBSTANCE ABUSE PROGRAMS

Ethics and Bias Units Webinar

A two-part program with a dynamic speaker that lets you pick up ethics/bias units without ever leaving your office!

What you will learn:

- The latest hot topics in legal ethics
- Applicable ethical rules, statutes, and case law, and how this authority is commonly applied to a variety of common ethical dilemmas.
- The practical reality of how the latest issues in legal ethics commonly arise, how they can be avoided, and how they can best be addressed.
- Elimination of Bias in the workplace, recognizing that it is taking place, educating your employees

CLE Training that Improves Your Practice

What attendees have said:

"Excellent presentation. High energy. Lots of information. Answered all questions. Lots of practical advice." Priscilla Thorner, Esq.

"This seminar can be applied instantly!" Ronald G. Grant, Esq.

MCLE Credit: 1 unit Ethics (CA & WA) and 1 unit Bias (CA & WA); 2 units Professional Responsibility (IL)
Available on audio CD, instant online streaming or download. **\$249**

HIPAA Ethics Update: Lawyers in the compliance crosshairs

How to avoid new penalties and ethical issues when dealing with health and medical information and clients

What you will learn:

- What are the new healthcare compliance requirements?
- Where did they come from – and why were they enacted now?
- How – and why – do these new rules apply to attorneys (not just to providers)?
- What are likely intake & other practical effects of these rules on your practice?
- How might/do the legal ethics rules potentially expand these rules' application?
- What is required for a law-firm-specific HIPAA Security-Compliant Program?
- What rules & tools can you use to become HIPAA Security-Compliant quickly?
- Can contract termination, cost-sharing & other coordination agreements help?
- Which firm policies, and effective client/matter management, reduce risk most?

MCLE Credit: 1.5 units in CA, WA & IL;
including 1.5 units Ethics credit in CA; including 0.25 units Ethics credit in WA
Available as a webinar, on audio CD, instant online streaming or download. **\$149**

Substance Abuse Units Webinar

Meet your Substance Abuse special CLE units without leaving your office.

What you will learn:

- How to spot substance abuse both on the job and after hours
- How to recognize substance abuse risks of your own
- The real life impact of substance abuse on a successful attorney
- What do to if you recognize substance abuse risks or realities in yourself or someone you know

CLE Training that Improves Your Practice

What attendees have said:

"The best presentation of this kind that I have heard!" D. Hawkins, Esq.

"Very interesting and well thought out presentation. A must-attend program." K.D. Hill, Esq.

MCLE Credit: 1.0 unit substance abuse credit in CA; 1.0 unit Professional Responsibility credit in IL
Available on audio CD, instant online streaming or download. **\$129**

Reading People: Ethics, Bias and Substance Abuse

What you will learn:

- How to spot and verify substance abuse both on the job and after hours
- How to "read" people by paying attention to the 7 ways we all project who we are and how we are likely to think and act
- What you and your clients can and cannot do to monitor employee's activities, phone calls and e-mail when suspicions arise without violating privacy, wire-tapping, and other laws
- What ethical rules require attorneys to protect their clients from bias, the adverse effects of substance abuse, and other wrongful acts of both attorney and non-attorney employees
- What laws require an attorney to protect his or her employees from wrongful conduct by a client
- How to minimize disruption and maximize your effectiveness by handling issues both firmly and sensitively
- Detecting signs and symptoms of bias in the legal field (at the office, the boardroom, the courtroom, within the jury)
- Dealing with bias from clients, opposing counsel, employees, the bench, court staff

What attendees have said:

"Very interesting and well thought out presentations. A must-attend program." Karen D. Hill, Esq.

"Very nice experience. Well planned. Keep them coming!" Ronald G. Grant, Esq.

MCLE Credit: 3.5 units in CA, including: 1 unit ethics, 1 unit gender bias & 1 unit substance abuse
Available on audio CD, instant online streaming or download. **\$245**

FAMILY / DOMESTIC PARTNERSHIP PROGRAMS

Family Law Boot Camp Conference

A Beginning to Intermediate Level Seminar on Family Law Practice

What you will learn:

Dispute Resolution:

- Presentations to a Court, Commissioner and an Arbitrator/ Mediator

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- Ethical considerations when presenting to a Decision Maker
- Practice tips and warnings for different venues

Financial Mysteries:

- Reading financial reports, tax returns and profit/loss statements
- Presenting financial arguments and reports
- Making the financial argument simple
- Calculating Stock Options, Awards, valuations etc.

Parenting Plan Challenges:

- Preparing clients for a Parenting Evaluation
- Handling difficult clients
- Tailoring a plan to fit your client

Non-Traditional Families:

- Defining a family (ie: same-sex, meretricious, grandparents)
- Challenges unique to non-traditional families
- Adapting forms to non-traditional family needs

Special 1 hour Ethical Challenges in the Family Law Case

MCLE Credit: 7.0 units in CA & WA, including 1.0 hour Ethics credit
Available on audio CD. **\$395**

Family Law Conference: From Client Retention through Trial

A Beginning - Intermediate Course: Learn from court attorneys and expert practitioners

What you will learn:

- How to Obtain and Retain the Client
- Where and how to file a Petition (or Response)
- How to Prepare the OSC
- How to Handle a Custody Matter
- How to Handle Support Issues
- How to Handle Property Issues
- How to Prepare for the Pre-Trial
- Appropriate discovery Techniques
- How to Prepare the Record in Trial for Post-Trial Proceedings; Post Hearing and Post-Trial Motions

CLE Training that Improves Your Practice

What attendees have said:

"Very practical, excellent tips. Very user-friendly materials." Derrick Ford, Esq.

"Excellent!"

MCLE Credit: 4.0 units in CA, including 0.5 units Ethics credit
Available on audio CD. **\$295**

Family Law Special Topics: Appeals, ERISA, Tax, Bankruptcy and other issues

A unique opportunity to get practice tips on those complicated topics related to your family law cases.

What you will learn:

ERISA and its impact on your family law settlements, including:

- Common types of Retirement Plans
- Division of Retirement Plans

Bankruptcy: When a family law case collides with a bankrupt party - issues to look out for, including:

- What happens when a spouse files bankruptcy in the middle of a divorce?
- The impact of bankruptcy proceedings on family court proceedings and settlements
- Debtor-spouse actions that impact the court's ability to assign marital debts and divide community or separate property
- What the family law court can continue to do when a party to divorce has filed bankruptcy?
- Why a Relief from Stay Order is important to the non-debtor spouse
- What happens with debts incurred in a divorce or separation proceeding that are owed to a spouse or former spouse by the Debtor-spouse?
- What happens with Child Support and Alimony in a bankruptcy proceeding?
- How does a bankruptcy filing by one spouse affect the non-filing spouse's debts?
- How is marital property treated and protected under bankruptcy when one spouse files?
- Application of The Uniform Fraudulent Transfer Act to property transfers under MSAs

Appeals:

- The different roles of the trial and appellate courts -- and how that informs the decision of whether to take an appeal
- Standards of review in an appeal
- Avoiding common mistakes in the trial court that negatively impact the appeal
- Overview of the appellate process
- Distinction between appeals and writs, including certifying bifurcated issues for appeal

CLE Training that Improves Your Practice

Taxes: IRS §1041 – Transfer between spouses or Incident to Divorce – issues, rules, tips

Mediation Privilege:

- Defining Mediation Confidentiality, also known as Mediation Privilege, and its statutory sources
- The importance of defining what will be confidential and what will be disclosed: impact of mediation confidentiality and of waivers
- Exceptions to the mediation confidentiality: Evidence Code §1123
- Admissible evidence notwithstanding mediation confidentiality: Evidence Code §§1119 and 1120
- *Cassel v. Superior Court* (Wasserman, Comden, Casselman & Pearson) (2009) S-178914, currently pending in the California Supreme Court: what might be the future of mediation confidentiality
- Inherent tensions between mediation confidentiality and disclosure statements, judgments, and pre- and post-nuptial agreements

Fiduciary Duty between Spouses:

- Purpose of Fiduciary Duties between Spouses
- Extent of Fiduciary Duties between Spouses
- “No Penalty for Over Disclosure”
- Remedies and Manner of Obtaining Relief

"Do's & Don'ts"

MCLE Credit: 6.0 units in CA, including 0.5 units Ethics credit
Available on audio CD. **\$379**

IMMIGRATION PROGRAMS

Board of Immigration Appeals (BIA): Process and Key Strategies Conference

Get tips on making a strong argument before the BIA that can survive a jurisdictional challenge at the Ninth Circuit Court of Appeal

What you will learn:

- BIA's jurisdiction: what constitutes a "final order of removal"; subject matter jurisdiction in 8 CFR § 1003.1(b); and certification (such as for late notices of appeal)
- BIA's powers: the powers contained in 8 CFR §§1003.1(d)(1)(i.e. the power to interpret, but not to decide constitutional issues) and 1003.1(d)(1)(ii)(sua sponte power)
- Bonds and work authorization during appeal
- How to dissect and argue the contents of an Immigration Judge's decision
- How to avoid summary dismissal

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- Scope of review - "clear error"; de novo; judicial notice
- Motions practice during proceedings
- Motions to Remand - procedural and evidentiary requirements
- Strategies to consider if you are denied at the BIA

What attendees have said:

"The presentation was clean, concise and most informative. As usual, hit one out of the park!" E.W. Pilot
"Loved having the outline complete with cites. Lots of good info, current practice tips."

MCLE Credit: 4.0 units in CA
Available on audio CD. **\$295**

Immigration 101: An Intro to Immigration Practice

What you will learn:

- Terms of Art
- Broad bases of legal immigration
- Temporary (nonimmigrant) visas
- Permanent (immigrant) visas
- Citizenship
- Detention
- Inadmissibility and removability
- Consequences of Criminal Convictions for the Noncitizen
- Waivers
- Refugee and Asylum

What attendees have said:

"Fantastic! Really enjoyed the very clear discussion of issues relevant to day-to-day practice. Thank you!"

"A wealth of knowledge!"

MCLE Credit: 6.0 units in CA, including 0.5 hour of Ethics credit
Available on audio CD. **\$379**

Immigration Litigation in the 9th Circuit Conference

9th Circuit Guide for the Immigration Practitioner. Learn the Do's and Don'ts from Staff Attorneys, Judges and Experienced Practitioners

What you will learn:

- Practical tips on practicing before the 9th Circuit
- Petitions for review and rehearing en banc
- Strategies on when to file with the 9th or when to file a motion to reopen/reconsider with the BIA

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- Substantive law updates

What attendees have said:

"What I learned today is immediately and directly applicable to what I'm working on. Thank you so much!"
Sally Gonzales, Esq.

"This is one of the best programs I've attended on Immigration Practice in the Ninth Circuit." Angela
Warren, Esq.

MCLE Credit: 3.5 units in CA; 3.5 units Appellate Specialization Certification credit in CA
Available on audio CD. **\$295**

INTELLECTUAL PROPERTY PROGRAMS

IP for Everybody! Webinar Series The Basics Every Attorney Should Know About:
• TRADEMARKS • COPYRIGHTS • PATENTS & TRADE SECRETS • LICENSING

Webinar #1 Trademarks for Everybody! by Robert Cumbow

- How do I trademark my business or product name?
- How much does it cost?
- I searched the Trademark Office for the name and nobody has it, so it's available, right?
- When is it OK to use someone else's trademark?
- I got a letter saying my name infringes someone else's trademark. How do I respond?
- How do I get an international trademark?
- Can I register a trademark to keep others from using it--just like with domain names?
- How does someone to get a trademark for an ordinary word or phrase and take it out of the language?
- What sort of word or phrase should I look for in a good trademark?
- My marketing people want a descriptive word or phrase that tells the customer exactly what the product is.
- Why do you keep telling me I can't get trademark rights in a descriptive mark?

MCLE Credit: 1.5 units in CA, WA & IL
Available on audio CD, instant online streaming or download. **\$149**

Webinar #2 Copyrights for Everybody! by Michael Keyes

- How do I get a copyright?
- Who owns the copyright in the work I made for someone else?
- When can I use the "©"?

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- What is the Visual Artists' Rights Act?
- How much do I have to change someone else's work before it's OK?
- How can I protect my work from being used by others?
- How can I tell if something is copyrighted?
- What about licensing my work to others?

MCLE Credit: 1.5 units in CA, WA & IL

Available on audio CD, instant online streaming or download. **\$149**

Webinar #3 Patents & Trade Secrets for Everybody! by Brian Bodine

- What is a patent, and how do I obtain one?
- What is a trade secret and how do I keep one?
- How do I choose between patent and trade secret protection?
- How do I know whether someone else has already obtained a patent or has applied for a patent relating to my invention?
- What types of patents are available?
- Why would I obtain a design patent rather than a utility patent?
- How do I enforce my patents/trade secrets against others who are using them?
- What remedies are available for use of my patents/trade secrets?
- What kinds of issues arise in licensing of my patents/trade secrets to others?
- How is ownership of inventions developed by employees, contractors, and joint venture partners determined?

MCLE Credit: 1.5 units in CA, WA & IL

Available on audio CD, instant online streaming or download. **\$149**

Webinar #4 Licensing Agreements for Everybody! by Brian Myers

- Non-Disclosure Agreements – Keeping trade secrets secret
- Employees and Contractors
The golden rule: Just because you paid for it doesn't mean you own it. IP issues for employee agreements and contractor agreements.
- Licensing Agreements
Anatomy of a Deal: A modular approach to license drafting. We walk through the key sections highlighting typical contract terms and methods.
- Development Agreements
- Manufacturing Agreements
- Marketing and Sales

MCLE Credit: 1.5 units in CA, WA & IL
Available on audio CD, instant online streaming or download. **\$149**

LAW PRACTICE MANAGEMENT / OTHER PROGRAMS

How to Raise Your Fees and Make Them Stick

What you will learn:

- Why reducing your hourly rates is rarely the right thing to do
- How to avoid the two most common mistakes attorneys make when they set contingency fees
- What alternative billing practices might be right for your practice
- How to incorporate psychological breakpoints into your fees
- What is the single best way to ensure that you will be able to raise your fees in the future
- How to comply with the relevant ethical rules in California regarding fee setting
- What is the best way to answer the question, "What do you charge?"

What attendees have said:

"I recommend Gideon Grunfeld's seminar regarding legal fees to all solo practitioners and attorneys who intend to start their own practice." Ireneo A. Reus III, Esq.

"The program provided clear concise methods to implement changes in fees that can work." Stephanie V. Trice, Esq.

MCLE Credit: 3.0 units in CA, including 1.0 unit Ethics credit
Available on audio CD. **\$295**

Media 101: Savvy strategies when a client or case hits the news

Designed to Guide Attorneys through Media Maelstroms and Provide them with Positive PR Techniques

What you will learn:

- Understanding how the media work
Why reporters are not the "enemy" and can actually help you
- Talking to the Media: Protect and Enhance Your Client's Interests
Learn the art of story telling and speaking in sound-bites
Why you should never say "no comment"
The TV Interview vs. Print Interview
How to look and sound your best
- How to Deal with "Bad News"
Protecting your clients or your company
Damage Control: How to present and turn around a bad situation

CLE Training that Improves Your Practice

- Top Media Mistakes
- Tools for generating positive news coverage
- Dealing with high profile court cases

MCLE credit: This program is not eligible for MCLE credit.
Available on audio CD, instant online streaming or download. **\$199**

The Art of Reading People

What you will learn:

- Master the techniques for perceiving subtle clues into the behavior of others
- Recognize the power of stereotypes and how to resist their influence
- "Read" anyone through perceiving each of their "7 colors"
- Maximize your effectiveness in business negotiations by being able to accurately gauge the important traits of your audience

What attendees have said:

"Excellent!" Christopher Kim, Esq.

"I found this seminar interesting and more importantly, useful"

MCLE Credit: 4.0 units in CA
Available on audio CD. **\$295**

PRESENTATION SKILLS PROGRAMS

Impression Management

Put Your Best Foot Forward

What you will learn:

- Master techniques used to capitalize on positive stereotypes and shatter negative ones;
- Gain confidence that with a little advance planning, you can make the impression you want;
- Learn the five "magic pills" that always make for great impressions;
- Discover if you have any of the "toxic traits" that lead to bad impressions, and learn how to eliminate them

What attendees have said:

"Concrete advice given by the speakers."

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"Excellent program and great interaction with attendees."

MCLE Credit: 4.0 units in CA
Available on audio CD. **\$295**

Public Speaking for Attorneys

The Art of Public Speaking and the Power of Persuasion

What you will learn:

- The three most important things you need to know about public speaking
- The most common mistakes attorneys make
- The best and easiest ways to organize your presentation
- Catchy introductions – first impressions count
- Making your conclusions memorable
- Tips to help you improve your style with a more dynamic and effective delivery
- Motion/Appellate Argument do's and don'ts (with tips from more than 30 judges)
- Conquering your fear
- Using visual aids to your advantage
- The best use of handouts and how to avoid speaker's death by handout
- How your image and style affects your audience
- The best way to handle questions and answers (in or out of court)

What attendees have said:

"As an attorney of 30 years experience, I rate this as one of the finest learning experiences for anyone practicing litigation." Anthony Gordon, Esq.

"A 3 1/2 hour bang for the buck!" Karen D. Hill, Esq.

MCLE Credit: 3.5 units in CA, IL & WA
Available on audio CD, DVD, instant online streaming or download. **\$295**

TRANSACTIONAL / CORPORATE PROGRAMS

Navigating Non Profits: Forming, Financing, Boards, & Legal Compliance includes How to Form a Non-Profit

What you will learn:

- Solicitations - Legal Definitions. Every organization solicits funds. The act of soliciting is governed by state law which provides rules and regulations concerning the manner and method by which organizations solicit funds. Part of understanding the requirements to comply with the laws is to understand what acts constitute "soliciting." This section will deal with this broad area of charitable fundraising called "soliciting."
- Donor Types – What types of donations can be accepted by the Non-Profit and how to handle each
- Board Compensation: State Law Limitations, Federal Law Limitations
- Personal Liability of Board Members and Executives
- Maintenance Obligation. Under federal, state and local laws, there are specific actions and/ or instruments with which organizations need to minimally comply. This part of the program will discuss these "maintenance" obligations, in other words, how to maintain the organizations in compliance with applicable law. (i.e. holding annual corporate meetings, etc.)
- New Developments On The Horizon

What attendees have said:

"Very insightful speakers."

"Loved it all!!"

MCLE Credit: 4.0 units in CA. Additionally, this activity follows the CE guidelines for 6 hours of continuing education credit as prescribed by California Board of Accountancy.

Available on audio CD. **\$295**

Privacy and Information Security: Basics, Practice Tips, & Hot Topics

What you need to know to keep your clients and yourself out of hot water

What you will learn:

- Internet and Consumer Privacy
- Enforcement
- Litigation and e-Discovery
- Data Security Compliance
- International Considerations
- Managing Data Breaches

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What attendees have said:

"This has been an excellent seminar. It met or exceeded my expectations. I would absolutely recommend it to my colleagues." Brecken Cutler, Esq.

"Lots of good info re: applicable rules to clients' businesses, particularly small business who may not be aware of obligation."

MCLE Credit: 6.0 units in CA, WA & IL
including 0.5 units Ethics credit in CA & WA
including 0.5 units Professional Responsibility credit in IL
Available as a webinar, on audio CD, instant online streaming or download. **\$379**

TRIAL / LITIGATION RELATED PROGRAMS

CA Superior Court Boot Camp – Motions and Trial Practice Conference

A Beginning - Intermediate Course: Learn from court attorneys, Judges and expert practitioners

What you will learn:

Motions Session:

Introduction and Basic Issues, Case Development & Theories

Papers - Drafting Your Motions (Form and Content):

- Including: Tips from the bench and tips on how to prepare

The Biggies:

- Demurrers/Motions to Strike/Special Motions to Strike
- Discovery
- Motions for Summary Judgment/Adjudication
- Venue/Jurisdiction/Forum

Other Motions:

- Ex parte applications
- Continuances
- Reconsideration
- Disqualification of Judges

Trial Session:

Heading to Trial:

- Pre-Trial Timeline
- Final Status Conference
- Trial Outline

The Trier of Fact:

- When and How the Choice is Made
- Advantages/Disadvantages of a Jury Trial
- Advantages/Disadvantages of a Bench Trial

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- Mixed Jury and Bench Trials

Pre-Trial Matters:

- Jury Selection
- Jury Instructions
- Opening Trial Briefs
- Motions in Limine

Trial Presentation:

- Opening Statements
- Lay Witnesses
- Expert Witnesses
- Objections
- Exhibits
- Closing Argument

Motions During and After Trial:

- Motions to Exclude Witnesses from Courtroom
- Evidentiary Motions
- Directed Verdict/Motion for Judgment
- J.N.O.V.

What attendees have said:

"I was provided with a very thorough overview of Superior Court motion work!" Nick Francescon, Esq.

"One semester of CA Civ Pro & Trial AD in one day!" Jason Burris, Esq.

SAN FRANCISCO Presenters (2009): **Hon. James L. Warren (Ret.)**, Mediator, JAMS, Retired, San Francisco Superior Court Judge; **Hon. Ernest H. Goldsmith, Judge**, San Francisco Superior Court; **Karen P. Kimmey, Esq.**, Farella Braun + Martel LLP; **Charles Crompton, Esq.**, Latham & Watkins; **Steven P. Ragland, Esq.**, Kecker & Van Nest LLP; **David A. Lowe, Esq.**, Rudy, Exelrod, Zieff & Lowe, LLP.

LOS ANGELES Presenters (2009): **Hon. Mary Ann Murphy, Judge**, Los Angeles Superior Court; **Hon. Zaven V. Sinanian, Judge**, Los Angeles Superior Court; **John Nadolenco, Esq.**, Mayer Brown LLP; **Mark Salzberg, Esq.**, Research Attorney, Los Angeles Superior Court; **Ann E. Schwab, Esq.**, Supervising Research Attorney, Los Angeles County Superior Court; **Mila Faraon, Esq.**, Research Attorney, Los Angeles Superior Court; **Frank Scollan, Esq.**, Allen Matkins; **Germain D. Labat, Esq.**, Mayer Brown LLP.

MCLE Credit: 7.0 units in CA, including 0.5 units Ethics credit
Available on audio CD. **\$395**

CLE Training that Improves Your Practice

Developing a Civil Rights Claim: The Ten Questions Practitioners Need To Answer

Get answers to the 10 questions practitioners need to know to successfully prosecute a civil rights claim

What you will learn:

- What Does Civil Rights Law Have To Do With Me?
- Questions about Your Client : Whom do you represent? / Do they have standing?
- Questions About Your Claim
- Engaging the Opposition
- Evaluating a Sample Civil Rights Complaint
- Getting Into Court : In what forum should you sue?
- Endgame and Ethics
 - What should you settle for?
 - Can you recover attorneys' fees? / Ethics of negotiation

MCLE Credit: 4.0 units in CA, including 1.0 unit Ethics credit
Available on audio CD. **\$295**

Expert Witnesses: Prep, Depos, Exam and Cross – How to Get it Right

What you will learn:

- How to select effective Expert Witnesses
- Sending Materials & Communicating with your Expert
- Expert Witness Disclosure
- Preparing the Expert Witness for deposition
- Preparing yourself for deposing the other side's Expert Witnesses
- What to do when your Expert Witness blows the deposition
- Preparing your Expert Witness' exhibits for trial
- Direct examination of your own Expert Witness
- Cross examination of their Expert Witnesses
- Mock Exam and Cross
- Recovering from a harmful cross of your own Expert Witness/What to do if you Expert Witness tanks at trial
- Tips from the bench about Direct and Cross of Expert Witnesses

What attendees have said:

"One of the best seminars I have attended."

"Engaging and informative - well done." Marc Srodulski, Esq.

CLE Training that Improves Your Practice

MCLE Credit: 6.0 units in CA & IL

Available on audio CD. **\$389**

Federal Court Boot Camp: How to Practice in Federal Court

Law Clerks Teach the Nuts & Bolts of Federal Practice

What you will learn:

- Creating your Complaint post *Bell Atlantic and Ashcroft*
- The Answer (to the complaint!)
- E-Filing Tips
- Case Scheduling and the Case Management Conference - what to expect and what to do
- Discovery (Rule 26, Forms, dealing with disputes, critical motions, asking for sanctions)
- Ex Parte Motions and how to handle them
- Injunctive Relief
- Rule 12 Motions - why the matter and what to do about them (drafting tips: form and content, issues to expect, what to watch out for, responses)
- Drafting and Replying to Motions for Summary Judgment (rules, drafting tips: form and content, the Reply, helpful hints)
- Oral Argument Tips
- Trial Briefs, Pretrial Statement, Pretrial Conference and Order (FRCP 16)
- The purpose and function of Motions in Limine
- Your Jury Questionnaire and Voir Dire Tips
- Tips for a more persuasive Opening Argument and Closing Statement
- Jury Instr. & Verdict Forms - pitfalls & best practices
- Handling and Submitting your Exhibits
- Post Trial Motions

What attendees have said:

"If this faculty is an example of Pincus, I'll always attend. Great work!"

"Best CLE course I have ever attended!"

Available on audio CD:

2011 Fed. Court Boot Camp - Los Angeles CDCA 6.0 units CLE/0.5 Ethics **\$379**
2011 Fed. Court Boot Camp – San Francisco NDCA 6.0 units CLE/0.5 Ethics **\$379**
2010 Fed. Court Boot Camp - Los Angeles CDCA 6.0 units CLE/0.5 Ethics **\$379**
2009 Fed. Court Boot Camp – Los Angeles CDCA 6.0 units CLE/0.5 Ethics **\$379**
2009 Fed. Court Boot Camp – San Francisco NDCA 6.0 units CLE/0.5 Ethics **\$379**
2006 Fed. Court Boot Camp – Non-District Specific 3.0 units CLE/0.5 Ethics **\$295**

Available on DVD:

2005 Fed. Court Boot Camp DVD set – San Diego SDCA 6.0 units CLE/0.5 Ethics **\$295**

CLE Training that Improves Your Practice

2005 Fed. Court Boot Camp DVD set – Sacramento EDCA 5.0 units CLE/0.5 ethics **\$295**

(Illinois: 2011 Fed. Court Boot Camp - Chicago 6.0 units CLE \$379
Available on audio CD.)

Legal Editing: Improve your work and that of those who work for you

What you will learn:

- Why good legal editing skills are critical to winning
- How to identify and apply the proper editing techniques for different audiences
- How to edit for your target audience
- How to focus on the real goals of editing
- How to adopt the right editing tone
- Edit the really little stuff
- Edit the really big stuff
- Proofreading is an essential skill which, if ignored, threatens to undermine all of your effort
- Proven editing tips

MCLE Credit: 30 units in CA
Available on audio CD. **\$295**

Persuasive Brief Writing in the Trial Courts: Covers All Motion Writing Related to Trial Practice

What you will learn:

- How to minimize the time you spend drafting a trial brief
- How to please the various audiences for every brief
- How to present the facts to tell your client's story
- How to improve your argument headings
- Why you should give the court a clear road map of your argument
- How to structure and develop winning arguments
- How to avoid some common pitfalls in using legal authority
- Why the format and mechanics of a trial brief matter
- How to use the conclusion to get what you want
- Tips for more effective writing
- How to edit your own writing and the writing of others

CLE Training that Improves Your Practice

What attendees have said:

"Excellent program. Both experts were extremely knowledgeable and they were careful to explain with clarity and examples." Margarita Salazar, Esq.

"I love the materials. They will be helpful and practical."

MCLE Credit: 6.0 units in CA
Available on audio CD. **\$379**

The Power of Persuasion: Effective Lawyering Using Proven Persuasion Techniques

What you will learn:

- How to integrate the Six Principles of Persuasion so that you will be more effective in negotiating deals, settling disputes, advocating for you or your client's interests, managing others, and leading organizations
- What scientific research tells us that is different from conventional wisdom about how to most effectively influence others
- How to identify small changes that make big differences in people's willingness to say yes to requests
- How to avoid bungling away critical "moments of power"
- How to influence others to change their attitudes and their behaviors
- The powerful Six Principles of Persuasion and how to ethically apply them to produce lasting change in others and create long term beneficial relationship

What attendees have said:

"This workshop challenges you to think outside the box while at the same time practicing new skills— a great learning experience." Lawrence M. Braun, Esq.

"The brief (2 hour) overview of the Principles of Persuasion you gave to our firm was truly a fresh perspective on conflict resolution, applicable to both mediation and trials." Robert Flagg, Esq.

MCLE Credit: 4.0 units in CA
Available on audio CD. **\$295**

Settlement Techniques that Give You the Winning Edge

Taught by settlement judges

What you will learn:

- The ten social psychological insights that will minimize your own self-defeating negotiation behavior and maximize your opponents' bargaining weaknesses
- The ten basic rules of "distributive" or "fixed sum" bargaining that will give you the "edge" in all future settlement negotiations

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- The ten ways to “expand the fixed sum pie” by exploring and exploiting the client interests underlying your own and your opponents’ legal positions
- The ten ways to get your case settled to your clients’ best advantage at Mandatory Settlement conferences for both routine and “bet the company” cases
- The top ten errors made by parties when attempting to settle disputes that their contracts require them to arbitrate
- The ten rules of cross-cultural negotiation in international arbitration
- The ten laws critical to the enforcement of mediated settlement agreements
- The ten mediation/settlement conference traps for the unwary

What attendees have said:

"This is practical information I can use"

"The seminar was well-delivered and engaging"

MCLE Credit: 6.0 units in CA
Available on audio CD. **\$395**

SLAPPinar: An In-Depth Intermediate Webinar on the 'Gravamen' SLAPPS Concept Taught by a long time Court Attorney and a Superior Court Judge

What you will learn:

- Identifying the Gravamen of the Cause of Action - Prong one (Arising From)
Caselaw
Example - *Westrich v. Feinberg*
Mixed Causes of Action - Mann/Borjal
- Mann Rule - Prong Two - How a plaintiff can beat a SLAPP motion if any part of the claim has merit and get around the litigation privilege.
Example - Drell complaint
- The No Amendment rule and recent exceptions
Example - *Nguyen-Lam v. Cao*

What attendees have said:

"I enjoyed your SLAPPinar and I think you did a great job, especially given the limited time you had and the nature of the issues."

MCLE Credit: 1.5 units in CA
Available on audio CD, instant online streaming or download. **\$245**

CLE Training that Improves Your Practice

Understanding SLAPPs: Process and Procedure from Initiation through Appeal

Taught by a long time Court Attorney and a Superior Court Judge

What you will learn:

- Understanding the background and history of the SLAPP motion
- Exceptions to SLAPP motions (Code Civ. Proc., 425.17)
- The two prongs of a SLAPP motion
- What to expect at the SLAPP motion hearing and how to prepare for it
- What happens when the motion is granted or denied
- Appealing the SLAPP decision
- A step-by-step guide for defendants wanting to file a SLAPP motion
- A step-by-step guide for plaintiffs needing to respond to a SLAPP motion
- SLAPPBACK Motions

What attendees have said:

"One of the best programs I have attended in years. Very good overview of SLAPPs and practical considerations discussed."

"This is exactly what I was looking for. You were right on!" Charles R. Barrett, Esq

MCLE Credit: 4.0 units in CA
Available on audio CD. **\$295**

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