



NEW YORK
CITY BAR

2021 PROFESSIONAL DEVELOPMENT WORKSHOP SERIES

NEXT LEVEL ORAL COMMUNICATION & ADVOCACY SKILLS

JANUARY 14 | 9:00 am - 10:45 am

BUSINESS DEVELOPMENT AT A DISTANCE: HOW TO EXUDE PRESENCE AND PERSUADE WHEN YOU CAN'T BE IN THE SAME ROOM

FEBRUARY 9 | 9:00 am - 10:45 am

DIVERSIFYING OUR APPROACH TO APPRENTICESHIP: LAB-MADE DIAMONDS

MARCH 18 | 9:00 am - 10:45 am

ASK FOR MORE: STRATEGIC NEGOTIATION FOR LAWYERS

APRIL 20 | 9:00 am - 10:45 am

PANDEMIC SURVIVAL TOOLKIT FOR LAWYERS: LESSONS & LEARNINGS IN ETHICS & PROFESSIONALISM

MAY 14 | 9:00 am - 10:45 am

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As of January 11, 2021

Programs & Bios

NEXT LEVEL ORAL COMMUNICATION & ADVOCACY SKILLS

THURSDAY, JANUARY 14 | 9:00 AM - 10:45 AM

NY CLE Credit: 2.0 Skills

Whether attorneys are in a virtual meeting, on the phone, around the proverbial “water cooler,” or anywhere else: their ability to speak and communicate with confidence to colleagues, clients and other stakeholders will enhance their practice – just as a lack of confidence will frustratingly hold them back. In this session, participants will learn a set of powerful insights and practical strategies that will rapidly enhance their core communication skills and oral advocacy – whether they are speaking online or in person, to an audience of one, several, or many. Get ready to develop speaking skills in a way that will elevate presence and expand influence!

Participants will:

- Explore the elements of communication skills with photo and video examples
- Assess personal strengths and weaknesses with regard to body language, vocal quality, facial expressions, filler words, eye contact, and physical setting
- Start enhancing strengths and mitigating weaknesses

Speakers:



Christine Clapp
President
Spoken with
Authority

Christine Clapp is the president of Spoken with Authority, a Washington, D.C.-based presentation skills consultancy that elevates the presence and expands the influence of professionals, and promotes inclusion in their organizations. Since 2008, Christine and her team of six expert coaches have provided virtual and in-person training programs and coaching engagements to dozens of law firms and thousands of attorneys and legal professionals. Christine is the co-author of *Presenting Virtually: A Guide to Public Speaking in Online Contexts* (2020) as well as *Presenting at Work: A Guide to Public Speaking in Professional Contexts* (2014), and a collaborator with David Henderson and Bjørn Stillion Southard on *Let 'Em Speak*, a podcast that explores the intersection of presentation skills and inclusion. She holds two degrees in communication: a bachelor's degree from Willamette University, and a master's degree from the University of Maryland, College Park. She taught public speaking to undergraduate and graduate students at The George Washington University for thirteen years.



David Henderson
Of Counsel
Ellwanger Law PLLC

David Henderson is an attorney fighting to end systemic injustice. He has written op-eds published by the Washington Post and Newsweek on the subjects of anti-riot laws and qualified immunity. He has also been featured on CNN and MSNBC, commenting on police reform and charges brought against Ahmad Arbery and Rashard Brooks' killers. He is a former prosecutor turned civil rights lawyer at Ellwanger Law PLLC. David earned his BA in Plan II Honors and his law degree from the University of Texas. Afterwards, he joined the litigation section of Vinson & Elkins. Though David enjoyed the intellectual challenges of complex litigation, he wanted to try cases; so, he joined the Special Crimes Division of the district attorney's office. David has tried over 70 jury cases to a verdict, ranging from civil cases to human trafficking to capital murder. David was so successful in court that the Texas District and County Attorney's Association (TDCAA) invited him to train other attorneys across the state, including at TDCAA's semi-annual Trial Skills Course. From his first presentation, David was one of TDCAA's most highly rated speakers. To improve his courtroom skills, David joined Toastmasters International. In 2010 he won its World Champion of Public Speaking after competing against over 30,000 contestants from 113 countries.

Programs & Bios

BUSINESS DEVELOPMENT AT A DISTANCE: HOW TO EXUDE PRESENCE AND PERSUADE WHEN YOU CAN'T BE IN THE SAME ROOM

TUESDAY, FEBRUARY 9 | 9:00 AM - 10:45 AM

CLE credit will not be provided.

Regardless of background, inclination, or previous experience, as attorneys rise in seniority they become representatives of their firms and take on business development responsibilities. This highly interactive webinar teaches concrete, tangible skills to improve both Executive Presence (the impression you make on others) and your abilities in Persuasive Communication (relationship building and bringing in business). Topics include: unexpected truths and falsehoods about presence; the 5 P's of Vocal Variety; the importance of Transparency; the role of kinesthetic learning in improving communication; personal assumptions and mental blocks about Influence; and an intuitive, memorable, acronym-based model for a structured approach to any persuasive conversation. Given current realities, the material is framed in the context of remote communication, but all the tools are applicable to in-person communication as well.

Speaker:



**Michael Chad
Hoepfner**
CEO & President
GK Training

Michael Chad Hoepfner is the CEO and founder of GK Training, a firm dedicated to giving individuals, companies, and organizations the communications skills necessary to reach their highest goals in work and life. Michael assists his clients in every aspect of their spoken communication – from public speaking and business development to executive presence and interpersonal agility. His corporate clients include Swiss Re, Xerox, Computer Associates, Pfizer, NYU Stern School of Business, as well as three of the top eight global financial firms, 45 of the Am Law 100 international law firms, and two of the four US professional sports leagues. His personal clients include Fortune 100 C-suite executives, managing partners at international legal and financial firms, and founders of global companies. He has consulted for two US presidential candidates and is currently Senior Communications Strategist for the Andrew Yang 2020 presidential campaign. He teaches his unique approach to communications at Columbia University Business School in the PhD and MBA programs, and coaches the faculty.

Michael comes from a rich and diverse background in communications, training, and teaching. He studied linguistics, theatre, speech, rhetoric, philosophy, and communications at the graduate and undergraduate level. He received his Masters of Fine Arts degree from the prestigious NYU Graduate Acting Program, and worked as an actor in film and television, on Broadway stages, and international theatre for a decade. He also volunteers his time and skills, teaching and mentoring elementary school students in New York City at the 52nd Street Project, and doing pro bono communications consulting for non-profit organizations. Michael attended Dartmouth College and Colorado College, graduating cum laude and phi beta kappa with a B.A. in history and philosophy.

Programs & Bios

DIVERSIFYING OUR APPROACH TO APPRENTICESHIP: LAB-MADE DIAMONDS

THURSDAY, MARCH 18 | 9:00 AM - 10:45 AM

NY CLE Credit: 2.0 Diversity, Inclusion and Elimination of Bias

The legal profession can continue to evolve by thinking differently about how diversity and legal training impact each other. The cultural mindset around training in law firms was developed for a relatively homogenous environment and still has key elements of a one-dimensional system embedded in our approach. We can question some of the current model's baseline assumptions about potential in our effort to reduce inefficiency. Improving efficiency can help us ultimately meet the increased demand for teams with diversity at every level and boost the return on investment in talent.

Participants will learn different ways to: a) look at the impact of the training and learning approach they are currently using, especially on diversity b) to think about their considered and unconsidered assumptions behind their approach to teaching junior lawyers and learning from senior lawyers, c) examine their firm's model and culture of training and d) why it matters long term for your performance and book of business.

Speaker:



George W. Flowers
Principal
Invisible Hurdle LLC

George W. Flowers is an experienced executive and leadership consultant. As an executive, he has extensive experience developing policies and procedures to improve organizational performance, and successfully developing and executing strategic plans. As an attorney, he has an established track record of regulatory compliance and facilitating transactions. For organizations and individuals, George is a collaborative thought partner who helps clients sharpen strategic vision while incorporating keen business judgment. In addition, he helps develop top-notch leadership skills and team building, with high ethical and performance standards.

In 1995, George graduated from Princeton University where he majored in the Woodrow Wilson School of Public and International Affairs. He received his J.D. from Harvard Law School in 2001. Between college and law school, he served as an artillery officer in the United States Marine Corps. He started his legal career in the corporate group at Paul Weiss. Subsequently, he was in-house counsel at Merck and Schering-Plough, where he also served as the Chair of the Global Law Department Diversity Committee. Later, he served as the Executive Director of the Beginning with Children Foundation and the Harold P. Freeman Patient Navigation Institute. In addition, he was Special Counsel and Deputy Chief of Staff at the Brooklyn District Attorney's Office, before starting Invisible Hurdle. In addition to executive coaching for individuals, recent organizational engagements include: training at HBO and the NYC Bar Associate Leadership Institute; speaking at the American Council of Chief Defenders conference; training at the leadership retreat for La Salle University; and keynote speaker for the First Judicial District of Pennsylvania Education Retreat. He is also currently working on building a non-profit for veterans and writing a book.

Programs & Bios

ASK FOR MORE: STRATEGIC NEGOTIATION FOR LAWYERS

TUESDAY, APRIL 20 | 9:00 AM - 10:45 AM

NY CLE Credit: 2.0 Skills

In this highly-interactive session for lawyers at all seniority levels, Professor Carter shares the ground-breaking negotiation framework from her best-selling book, *Ask for More*. Learn the questions that help lawyers immediately improve their negotiation outcomes, and a strategy for framing requests that increases the odds of a deal. Professor Carter also teaches lawyers how to adjust one's negotiation approach for a virtual world, giving pitfalls to avoid and strategies for success. Finally, Professor Carter will present negotiation-related research and strategies for legal organizations who desire to create greater equity in the workplace.

Speaker:



Alexandra Carter
Clinical Professor of
Law, Director,
Mediation Program
Columbia Law School
Mediation Clinic

Alexandra Carter is a Clinical Professor of Law and the Director of the Mediation Clinic at Columbia Law School. Professor Carter is a leading trainer on negotiation and mediation for many from the private and public sectors, including the United Nations, U.S. courts and federal agencies; Fortune 500 companies and law firms. She serves on the New York State Alternative Dispute Resolution Advisory Committee commissioned by Chief Judge Janet DiFiore, and is an admitted mediator for the Southern District of New York. In 2019, Professor Carter was awarded the Columbia University Presidential Award for Outstanding Teaching, Columbia University's highest teaching honor. Professor Carter is the author of *Ask for More: 10 Questions to Negotiate Anything*, published by Simon & Schuster on May 5, 2020, and which became an instant Wall Street Journal Business bestseller – the first negotiation book solo-authored by a woman to make that list.

Programs & Bios

PANDEMIC SURVIVAL TOOLKIT FOR LAWYERS: LESSONS & LEARNINGS IN ETHICS & PROFESSIONALISM

FRIDAY, MAY 14 | 9:00 am - 10:45 am

NY CLE Credit: 2.0 Ethics

In the aftermath of COVID-19, lawyers swiftly transformed their office practices to virtual practices, adapting to changing laws and court procedures while grappling with new and unfamiliar technologies to serve their clients, interact with colleagues and communicate with the courts and adverse counsel. “COVID-ready” lawyers who closed their offices (temporarily) opened up a whole new paradigm for practice, re-shaped, re-modeled and re-ordered by the exigencies of COVID-19. Remote practice has presented many challenges for lawyers along with real advantages. This interactive program will look back and ahead to highlight some of the key “lessons and learnings” of COVID-19 as the panelists share their unique perspectives and insights on the topics below:

- The future and relevance of the physical “office”
- Balancing technology with confidentiality, security and privacy
- Practicing without borders and its impact on unauthorized practice
- Emerging entrepreneurial opportunities and offering non-legal services
- Trends in lawyer advertising, solicitation and social media use
- Moving the needle on racial justice and gender equity
- Challenges to mentorship, training and professional development

Panel Chair:



**Devika
Kewalramani**
Partner & Chair
Legal Ethics & Law
Firm Practice
Moses & Singer LLP

Devika Kewalramani is a partner and chair of Moses & Singer LLP’s Legal Ethics & Law Firm Practice which advises law firms and lawyers in legal ethics, represents lawyers in attorney disciplinary matters, and handles lawyer licensing and admissions matters. She conducts ethics and risk management audits for law firm clients. Devika also serves as the firm’s general counsel. She serves as Secretary of the Board of Directors of the New York City Bar. Devika is a past co-chair of the Council on the Profession of the New York City Bar, former chair of its Committee on Professional Discipline, and former member of its Committee on Professional Ethics. She was appointed a member of the New York Commission on Statewide Attorney Discipline in 2015 and served as co-chair of its Subcommittee on Transparency and Access. Devika is the author of Lexis Practice Advisor® for Corporate Counsel: Ethics for In-House Counsel (2012-present). She served as a Rules Editor for The New York Rules of Professional Conduct (2010-2012), published by Oxford University Press, edited by the Ethics Institute of the New York County Lawyers’ Association. Devika achieved Super Lawyer status in the Metro Edition of New York Super Lawyers® (2014-2019). She is a graduate of St. Xavier’s College, Kolkata, India and CUNY School of Law.

RSVP

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Please indicate which workshop(s) you will be attending:

Next Level Oral Communication & Advocacy Skills

Thursday, January 14 | 9:00 am - 10:45 am

Business Development at a Distance: How to Exude Presence and Persuade When You Can't Be in the Same Room

Tuesday, February 9 | 9:00 am - 10:45 am

Diversifying Our Approach to Apprenticeship: Lab-Made Diamonds

Thursday, March 18 | 9:00 am - 10:45 am

Ask for More: Strategic Negotiation for Lawyers

Tuesday, April 20 | 9:00 am - 10:45 am

Pandemic Survival Toolkit for Lawyers: Lessons & Learnings in Ethics & Professionalism

Friday, May 14 | 9:00 am - 10:45 am

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