

2018 Professional Development WORKSHOP SERIES

TIME **8:30 AM - 10:15 AM**

LOCATION **NEW YORK CITY BAR** 42 West 44th Street, New York, NY

FEE NYC Bar members and attorneys from sponsoring law firms: **FREE**
Non-members: **\$75 per program**

REGISTRATION www.nycbar.org/pdw | **212.382.6663**

Live Webcast will be available, for attorneys at sponsoring firms only, free of charge.

Inclusive Leadership = Intelligent Leadership: The Next Level of Leadership for 21st Century Legal Workplaces

Wednesday, January 17

Practicing Law at the Speed of Light: Building Resilience and Reducing Stress in a Climate of Change

Thursday, February 22

Raising Your Writing Bar: Next Level Drafting and Editing Skills

Friday, March 23

Secrets of the Masters: The Five Habits of Successful Business Development

Thursday, April 26

An Ounce of Prevention: How to Reduce Liability, Disciplinary and Reputational Risks

Wednesday, May 16

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Inclusive Leadership = Intelligent Leadership: The Next Level of Leadership for 21st Century Legal Workplaces



WEDNESDAY, JANUARY 17, 2018 | 8:30 AM - 10:15 AM

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

As the legal profession becomes more diverse, it is crucial that lawyers at all levels learn how to build and lead strong diverse teams. While diversity can generate better insights and legal results, it can also generate greater intra-team conflict and ambiguity. This interactive presentation will provide an introduction to concepts of inclusive leadership including cross-cultural communication, conflict resolution and management, recognition of unconscious bias, and delegation and supervision/development of lawyers from different backgrounds.

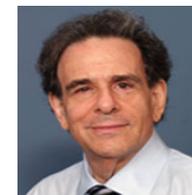
The participants in this session will:

- Be introduced to the definition and components of inclusive leadership expected from senior attorneys;
- Be able to articulate why inclusive leadership is important to lawyers in how they interact with others, practice law and represent their clients;
- Recognize the challenges of being an inclusive leader in diverse teams today;
- Practice inclusive leadership skills in an interactive exercise;
- Learn practical tips and resources for leading diverse teams.

Speaker: **DR. ARIN N. REEVES**, President & Managing Director, Nextions LLC

Dr. Arin N. Reeves is a leading researcher, author and advisor in the fields of leadership and inclusion. Arin studied business at DePaul University's College of Commerce, attended law school at University of Southern California and received her Ph.D. in Sociology from Northwestern University. Arin is a best-selling author of two books – *The Next IQ* and *One Size Never Fits All* – and she is the President of the research and advisory firm, Nextions (pronounced “connections” without the “co”), a new way of seeing and doing leadership and inclusion. Arin has designed and led several comprehensive research projects on leadership and inclusion in topics ranging from gender equity, cultural integration and implicit bias to transformational leadership and working through generational differences. Before Nextions (formerly The Athens Group), Arin practiced law for several years and also served as an Adjunct Professor at Northwestern University where she taught classes on law and society. Arin's book, *The Next Generation of Intelligence for 21st Century Leaders*, was a publisher best-seller upon its release in January, 2012, and her latest book *One Size Never Fits All: Business Development Strategies Tailored for Women (And Most Men)* was released in August 2014. She has also authored a chapter on creativity, innovation and inclusion entitled “Creating Creativity” for the Global Innovation Science Handbook, the premier resource for innovation practitioners. Arin has been featured on NPR for her work on inclusion is cited often in online and traditional media as an expert in leadership and inclusion in workplaces. She is a Fellow of Leadership Greater Chicago, and she was recognized as a Rising Star by the Anti-Defamation League. Her column “Diversity in Practice” was recognized by the Herman Kogan Media Awards for excellence in journalism.

Practicing Law at the Speed of Light: Building Resilience and Reducing Stress in a Climate of Change



THURSDAY, FEBRUARY 22, 2018 | 8:30 AM - 10:15 AM

NY CLE Credit: 2.0 Law Practice Management

The practice of law today places great pressure on lawyers. Some cope well, but many don't. Psychological research has identified some very specific reasons why lawyers suffer from the psychological consequences of change more than other professionals. In this unique program, Dr. Larry Richard explains why this is so—the nature of the job, the unique personality traits of most lawyers, and other factors—and then offers four powerful strategies that can build the psychological resilience of lawyers, inoculate against future stresses, and prepare them to cope with whatever they encounter. These strategies have been field-tested with hundreds of other lawyers, as well as with thousands of soldiers in the US military as part of their psychological “mental toughness” training. Dr. Richard is widely regarded as the leading expert on the psychology of lawyers.

Participants will:

- Understand what makes lawyers unique
- Learn the underlying principles that govern stress, the ability to tolerate it, and the ability to bounce back from setbacks
- Take away four proven strategies that they can immediately apply to cope more effectively with the challenges of practicing law

Speaker: **DR. LARRY RICHARD, J.D., PH.D.**, Founder & Principal Consultant, LawyerBrain LLC

Dr. Larry Richard is recognized as the leading expert on the psychology of lawyer behavior. He has advised dozens of AmLaw 200 law firms on leadership, management, and related issues such as teams, change management, talent selection, assessment, and other aspects of strategic talent management. Widely known as an expert on the lawyer personality, he has gathered personality data on thousands of lawyers. A graduate of the University of Pennsylvania Law School, Dr. Richard practiced law as a trial attorney for ten years. He then earned a Ph.D. in Psychology from Temple University. For more than 20 years, he has provided consulting services exclusively to the legal profession. Formerly a partner with Altman Weil, and more recently the head of the Leadership & OD Practice at Hildebrandt International, in 2011 he established his own consulting firm, LawyerBrain LLC, which focuses on improving lawyer performance through personality science. He focuses on resilience, change management, leadership, and talent issues. He is a frequent author and speaker on the use of positive psychology and applied behavioral science in helping law firms to succeed. He is a Gallup-certified Strengths Coach, and a licensed user of the MBTI, DiSC, and 15 other assessment tools.

Raising Your Writing Bar: Next Level Drafting and Editing Skills

FRIDAY, MARCH 23, 2018 | 8:30 AM - 10:15 AM

NY CLE Credit: 2.0 Skills



Improving your writing means evaluating and developing the habits that create your writing process. Developing or improving the habits that lead to an effective first draft will help you improve the quality of your final draft. Raise your writing bar by learning the fundamental drafting and editing habits that lead to a better, more effective first draft, every time.

Speaker: **CATHARINE DU BOIS**, Visiting Professor, New York Law School & Director of the Legal Writing Program at National Institute for Trial Advocacy (NITA)

Catharine Du Bois is legal writing consultant offering legal writing seminars and individual coaching. And she recently joined the Legal Practice faculty at New York Law School as a visiting professor. Her expertise is in legal skills, specifically advocacy and persuasive writing. Catharine began teaching legal writing in 2008 when she left practice to join the faculty at the University of Colorado Law School. She has been teaching both students and lawyers ever since. Before moving to New York, she taught Legal Writing and Research at the Maurer School of Law and taught Law and Public Policy at the School of Public and Environmental Affairs. Catharine is the Director of the Legal Writing program at National Institute for Trial Advocacy (NITA) where she teaches seminars in Persuasive Writing. Catharine is a graduate of Georgetown Law School. She practiced in the litigation departments of Jenner & Block LLP, Chicago, and Jones Day, New York. And, Catharine clerked for the Honorable Steven D. Merryday of the US District Court for the Middle District of Florida.

Secrets of the Masters: The Five Habits of Successful Business Development

THURSDAY, APRIL 26, 2018 | 8:30 AM - 10:15 AM

CLE credit will not be provided.



This program is designed to help lawyers learn how to build a solid foundation for becoming highly successful rainmakers. The session is a compilation of greatest hits from the best-selling book, *Secrets of the Masters: The Business Development Guide for Lawyers*, and during the program, participants will learn how top rainmakers build huge books of business. Some of the topics that will be covered will include:

- Developing strategies and tactics for finding new work
- Generating new revenue from existing clients, new clients and referral sources
- Delivering higher levels of client service
- Identifying and act on internal cross-selling opportunities
- Techniques for getting more prospective client meetings
- Improving effectiveness during meetings
- Staying accountable for acting on commitments
- Developing methods for staying top-of-mind with important contacts

Speaker: **DAVID H. FREEMAN**, J.D., CEO, David Freeman Consulting Group and Founder, Law Firm CultureShift

David H. Freeman, J.D., a former practicing lawyer, is the award-winning CEO of the David Freeman Consulting Group and founder of Law Firm CultureShift®. He is a multiple best-selling author, speaker, consultant, and coach who has shown thousands of lawyers and leaders how to become better rainmakers. For three consecutive years, David was voted the “#1 Law Firm Business Development Consultant and Coach” in nationwide *National Law Journal* surveys, and for twenty-three years, he has worked with hundreds of law firms world-wide, including 40% of the AmLaw 200. David is a highly rated speaker, trainer and consultant, he has written four books (including two best-sellers) on law firm leadership and business development. His main services include: business development training and coaching; leadership training and coaching; accelerated cross-selling; client service training and planning; retreat design, facilitation, and speaking; and business development culture assessments.

An Ounce of Prevention: How to Reduce Liability, Disciplinary and Reputational Risks



WEDNESDAY, MAY 16, 2018 | 8:30 AM - 10:15 AM

NY CLE Credit: 2.0 Ethics

Every day brings another story of a law firm, or one of its lawyers, accused of ethical misconduct, incompetence, or simply a lack of professionalism. Whether lawyers wind up paying a malpractice judgment or being sanctioned, or they only suffer embarrassment, there are costs. Accusations of wrongdoing often cost time and money to defend, provoke anxiety, and hurt lawyers' reputations. At the same time, practicing law in an overly defensive posture may disserve one's clients and impose other costs on the firm. How should lawyers in a firm anticipate avoidable problems? What risks are reasonable – and cost-effective – for lawyers to avoid? Professor Bruce Green, who chairs the New York City Bar's Committee on Professional Ethics, will moderate committee members' discussion of these questions, aiming to offer practical guidance on how law firms and their lawyers can to reduce liability, disciplinary and reputational risks.

Panel Chair: **BRUCE A. GREEN**, Louis Stein Chair of Law & Director, Stein Center for Law and Ethics, Fordham Law School

Bruce A. Green is the Louis Stein Chair at Fordham Law School, where he directs the Louis Stein Center for Law and Ethics. He teaches and writes in the areas of legal ethics and criminal law, and has co-authored a casebook, *Professional Responsibility: A Contemporary Approach* (West, 3d ed. 2017). He chairs the New York City Bar's Committee on Professional Ethics, serves on the Multistate Professional Bar Examination drafting committee, and is a member and past chair of the N.Y. State Bar Association's Committee on Professional Ethics. He previously chaired the ABA Criminal Justice Section, served on the ABA Standing Committee on Ethics and Professional Responsibility, was the Reporter to both the ABA Task Force on Attorney-Client Privilege and the ABA Commission on Multijurisdictional Practice, and co-chaired the ethics committees of the ABA Litigation Section and the ABA Criminal Justice Section. Since joining the Fordham faculty in 1987, Professor Green has also engaged in various part-time public service, including as a member of the New York City Conflicts of Interest Board, as a member of the attorney disciplinary committee in Manhattan, as Associate Counsel in the office of the Iran/Contra prosecutor, and as a consultant and special investigator for the N.Y.S. Commission on Government Integrity. Previously, Professor Green was a federal prosecutor in the Southern District of New York, where he served as Chief Appellate Attorney, and he was a judicial law clerk to Justice Thurgood Marshall and Circuit Judge James L. Oakes. He is a graduate of Princeton University and Columbia Law School.

Not a member?

We invite you to join 24,000 of your colleagues who are in private practice, public service, the judiciary, government, academia, in-house and law school and who all share membership in this extraordinary organization.

The New York City Bar Association offers endless opportunities to enhance your skills and to explore all of the possibilities the profession has to offer.

Our committees help shape policy and frame debate on pressing legal issues. Apply to join one of our 160 committees to expand your professional network, gain leadership skills and create business development opportunities.

We also offer a variety of ways to further your career: discounted and free CLE programs, reference materials and free access to online databases in the nation's largest private law library, as well as free remote online access to Casemaker, resources to run & grow your practice from the Small Law Firm Center, Legal Referral Service panel membership, Ethics Hotline and member discounts on a wide variety of products, services and more.

Join today using promo code PDWB18 and we will waive your one-time admission fee equal to an entire year's dues. You'll only have to make one semi-annual payment to start taking advantage of everything the City Bar has to offer, including free admission to the Professional Development Workshop Series.

For questions, more information, or to join, visit www.nycbar.org/JoinPDW or contact the Customer Service Department at 212.382.6665 or membershipservices@nycbar.org.

2018 PROFESSIONAL DEVELOPMENT WORKSHOP SERIES

REGISTRATION

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

- Inclusive Leadership = Intelligent Leadership: The Next Level of Leadership for 21st Century Legal Workplaces**
Wednesday, January 17

- Practicing Law at the Speed of Light: Building Resilience and Reducing Stress in a Climate of Change**
Thursday, February 22

- Raising Your Writing Bar: Next Level Drafting and Editing Skills**
Friday, March 23

- Secrets of the Masters: The Five Habits of Successful Business Development**
Thursday, April 26

- An Ounce of Prevention: How to Reduce Liability, Disciplinary and Reputational Risks**
Wednesday, May 16

- ▶ Breakfast and registration begin at **8:00 AM**.
- ▶ All workshops are from **8:30 AM - 10:15 AM**.
- ▶ New York City Bar Members & Attorneys from **Sponsoring Law Firms: Free**
Non-Members: \$75

- ▶ Live Webcast will be available, for attorneys at sponsoring firms only, free of charge.

- ▶ **All Workshops will be held at the New York City Bar Association,**
42 West 44th Street, New York, NY 10036

- ▶ To register please call (212) 382-6663, or mail this registration form to the address above, attention City Bar Center for CLE, or register online at www.nycbar.org/pdw.

Name _____

Firm _____

Address _____ Floor/Suite _____

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Earliest Year of Admission _____

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