

19th Annual
**Litigation
Institute
& Retreat**



*Cosponsored by the Litigation Section
and endorsed by OTLA and OADC*



OADC

Oregon Association
of Defense Counsel

March 2–3, 2012

Skamania Lodge, Stevenson, Washington

Oregon: 8 General CLE credits

Washington: 7.25 General CLE credits



THE ART OF PERSUASION PERMEATES SO MANY ASPECTS OF A litigation practice. This year's Litigation Institute will examine how persuasion is vital to your success with judges, jurors, and even fellow attorneys. Learn the *Eight Keys of the Art of Persuasion* from the Honorable Mark Drummond, an internationally recognized speaker who has educated advocates on five continents on the psychological, social, and emotional aspects of effective courtroom persuasion. By incorporating his recommendations into your presentations, you will be able to deliver your message simply, sharply, and precisely.

Dave Markowitz will start the persuasion theme with his tips and guidelines on giving visual presentations during oral argument to trial judges, and two trial judges will share what works and what doesn't work when appearing before the bench. Trial consultants Carla Lundblade and Tom Capps will help you be your persuasive best when communicating with nonlawyers, while Judge Drummond shares some of his courtroom experiences from "a small county on the banks of the Mississippi."

Please join the Litigation Section in honoring the recipient of the 15th Annual Owen M. Panner Professionalism Award, the **Honorable Lynn R. Nakamoto**, at its award dinner Friday evening.

Register by Friday, February 10, 2012, and save \$20. Online registration is available at www.osbar.org/events. For personal assistance, please call the OSB CLE Service Center at (503) 431-6413 or toll-free in Oregon at (800) 452-8260, ext. 413.

ACCOMMODATIONS

Special rates are available at Skamania Lodge through February 10, 2012. Make your reservation by calling the Lodge at (509) 427-7700 or toll-free at (800) 221-7117 and requesting the Oregon State Bar Litigation Institute rate.

19th Annual Litigation Institute & Retreat

Friday, March 2, 2012

- Noon Registration (includes box lunch; please make your selection using the registration form)
-
- 1:00 Visual Presentations During Oral Argument to Trial Judges
David B. Markowitz, *Markowitz Herbold Glade & Mehlhaf PC, Portland*
-
- 2:30 “Oops, I Forgot I’m Not Talking to Another Lawyer”
Tom Capps, *Tom Capps Consulting, Woodburn*
Carla Lundblade, *Clinical Therapist, Beverly Hills, CA*
-
- 3:45 Break
-
- 4:00 Persuasion from the Judge’s Perspective
The Honorable Alta Jean Brady, *Deschutes County Circuit Court, Bend*
The Honorable Mary Mertens James, *Marion County Circuit Court, Salem*
-
- 5:00 Tales from a Small County on the Banks of the Mississippi
A look at some of the more unusual cases and charges that appeared before a county judge.
The Honorable Mark Drummond, *Circuit Court, Eighth Judicial Circuit of Illinois, Quincy, IL*
-
- 5:30 Adjourn
-
- 5:30 No-Host Reception
-
- 6:30 Dinner and Presentation of the 15th Annual Owen M. Panner Professionalism Award to the Honorable Lynn R. Nakamoto, Oregon Court of Appeals, Salem
Dinner tickets may be purchased using the registration form. Please indicate your choice and number of entrées.

Cosponsored by the Litigation Section

Friday, March 2, 2012, 1 p.m.–5:15 p.m. and

Saturday, March 3, 2012, 8:30 a.m.–Noon

Oregon: 8 General CLE credits

Washington: 7.25 General CLE credits

Skamania Lodge ♦ Stevenson, Washington

Saturday, March 3, 2012

8:00 Late Registration and Continental Breakfast

8:30 The Eight Keys of the Art of Persuasion

The Honorable Mark Drummond, Circuit Court, Eighth Judicial Circuit of Illinois, Quincy, IL

10:30 Break

10:45 The Eight Keys of the Art of Persuasion (continued)

Noon Adjourn

Scholarships Available! The Litigation Section offers a limited number of scholarships for first-time attendees. The scholarship includes institute registration, one night's lodging at Skamania, and one ticket for the awards dinner on Friday evening. The deadline for applying for the scholarships is February 14, 2012. For more information, please contact Eric Dahlin at (503) 778-5293 or ericdahlin@dwt.com.

Please select your course materials in electronic or print format when registering. Effective January 1, 2012, print materials are available only if you select that option.

Institute Planning Committee

- ♦ **Chair: Dennis P. Rawlinson**, *Miller Nash LLP, Portland*
- ♦ **Kimberly D'Aquila**, *The Confederated Tribes of the Grand Ronde Community of Oregon, Grand Ronde*
- ♦ **C. Marie Eckert**, *Miller Nash LLP, Portland*
- ♦ **Gregory R. Mowe**, *Stoel Rives LLP, Portland*
- ♦ **Robert J. Neuberger**, *Attorney at Law, Portland*
- ♦ **Timothy L. Williams**, *Dwyer Williams Potter Attorneys LLP, Bend*

OSB CLE Seminars Attorney

- ♦ **Karen Lee**, klee@osbar.org, (503) 431-6382

19th Annual Litigation Institute & Retreat

March 2–3, 2012

Name _____ Bar # _____

Firm Name _____

Phone _____ Fax _____ E-mail _____

Address _____

City _____ State _____ Zip Code _____

INSTITUTE REGISTRATION

- \$300 Early Registration (by 2/10/12) (includes box lunch)..... \$ _____
- \$320 Regular Registration (after 2/10/12) (includes box lunch)..... \$ _____
- \$65 Friday dinner(s): _____ at \$65 each \$ _____
 ___ Chicken ___ Fish ___ Vegetarian
(Please indicate the number of entrées desired)
- \$0 50-year and Active Pro Bono OSB members, Oregon judges and their lawyer staff—please call the OSB CLE Service Center at (503) 431-6413 or toll-free in Oregon at (800) 452-8260, ext. 413, to register.
- Please reserve a box lunch for Friday Vegetarian

TOTAL REGISTRATION FEES (LI12) (712) \$ _____

WB

Course materials (please select one):

- Electronic (a link to a PDF of the materials will be emailed no later than 48 hours prior to the seminar date)
- Print version

SEMINAR PRODUCT ORDERS

Seminar products will be available approximately two weeks after the live program.

- \$195 Audio CDs and print course materials (LI12.KCD) \$ _____
- \$325 DVDs and print course materials (LI12.KDV)..... \$ _____
 2011–2012 Season Ticket No. _____ discount—subtract 20%.... – _____
 Subtotal \$ _____
- \$65 Print course materials (LI12.HB) \$ _____
 2011–2012 Season Ticket No. _____ discount—subtract 20%.... – _____
 Subtotal \$ _____
- Shipping and handling fee (U.S. only—please contact the OSB CLE Service Center for international rates) \$ 7.00
- TOTAL ORDER..... \$ _____

WB

THREE WAYS TO REGISTER OR ORDER

Registrations and orders will not be processed without payment.

1. **ONLINE** using VISA or MasterCard at www.osbar.org/events.
2. **PHONE:** (503) 431-6413, or toll-free in Oregon at (800) 452-8260, ext. 413
3. **MAIL with check:** Oregon State Bar, CLE Registration, P.O. Box 231935, Tigard, OR 97281-1935

GENERAL INFORMATION

QUESTIONS? Call the CLE Service Center at (503) 431-6413 or toll-free in Oregon at (800) 452-8260, ext. 413. For information about upcoming seminars, please visit the CLE Calendar at www.osbarcle.org.

CANCELLATIONS: Cancellation requests must be received at least 72 hours prior to the start of the seminar to qualify for a refund. Refunds are subject to a \$25 cancellation fee. To cancel, please call the OSB CLE Service Center at (503) 431-6413 or toll-free in Oregon at (800) 452-8260, ext. 413.

DIETARY RESTRICTIONS OR SPECIAL ACCOMMODATIONS: Please call (503) 431-6352 or toll-free in Oregon at (800) 452-8260, ext. 352, at least 72 hours in advance.