

Acting (like a lawyer): Presentation Skills for Attorneys

**January 11, 2012
Beverly Hills, California**

Sponsored by Ogletree Deakins



Panelists

- **Rob Brownstein, Actor, Director and Coach, robkdir@sbcglobal.net**
- **Jordan Gray, *WNC Insurance Services, Inc.*, SVP Compliance & Legal Affairs, jgray@wncfirst.com**
- **Jathan Janove, *Ogletree, Deakins, Nash, Smoak & Stewart, P.C.*, jathan.janove@ogletreedeakins.com**
- **Jason Romrell, *Budget Van Lines, Inc.*, President & Chief Legal Officer, jason.r@budgetvanlines.com**
- **Keith Watts, *Ogletree, Deakins, Nash, Smoak & Stewart, P.C.*, keith.watts@ogletreedeakins.com**

Session Agenda

- **1st Vignette:**
 - **Wage Hour Violations: Presenting Bad News to the Board (*A Lesson in Errors*)**
 - **Critique and Panel Discussion**
- **Humor Your Presentation**
- **2nd Vignette:**
 - **Sexual Harassment: Giving Unpopular Advice to the Board (*Acting Right*)**
 - **Critique and Panel Discussion**
- **7 Take-Away Points**

1st Vignette

Wage-Hour Violations: Presenting Bad News to the Board *(A Lesson in Errors)*

Humor Your Presentation

Jathan Janove









2nd Vignette

Sexual Harassment: Giving Unpopular Advice to the Board *(Acting Right)*

7 Take-Away Points

Take-Away Point #1

Present points visually. Use pictures and images, instead of long written descriptions. Read ***Presentation Zen: Simple Ideas on Presentation Design and Delivery***, by Garr Reynolds.

7 Take-Away Points

Take-Away Point #2

Convey a confident, relaxed presence. If you're comfortable with them, they'll be comfortable with you. Apologies for the presentation will derail it.

7 Take-Away Points

Take-Away Point #3

Ask the audience questions. Encourage audience interaction. When asked a question, repeat the question for everyone to hear, briefly answer it, and then confirm that you answered the question.

7 Take-Away Points

Take-Away Point #4

Use personal stories and experiences. Surprising experiences and stories that have an unusual twist at the end grab the audience and make the story or experience more memorable.

7 Take-Away Points

Take-Away Point #5

Include humor. Not lawyer jokes. Self-deprecating humor will connect you to your audience.

7 Take-Away Points

Take-Away Point #6

Make a long story short. Keep your presentation simple. Use words that convey certainty.

7 Take-Away Points

Take-Away Point #7

Use negative statements sparingly. People will remember negative statements. Be positive, polite and respectful.



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