



OCBA CONTINUING LEGAL EDUCATION

SUNY METRO CENTER | ATRIUM LECTURE HALL
100 South Salina Street | Syracuse, NY | 315.579.2578

BRUCE BRYAN, ESQ. | THE WINNING ADVOCATE PERSUASIVE WRITING & ORAL SKILLS for TRIAL & APPELLATE COURTS

5 Consecutive Wednesdays | April 30 | May 7 thru May 28
12:00 - 2:00 pm | Sign In: 11:45 | Program: 12:00 to 2:00 pm | 2.0 Skills



CLASS 1 | The Psychology Of Persuading Judges

Knowing your audience | Persuading through reasoning | The science of persuasion
Non-legal factors affecting decision-making | Hot and cold benches in oral arguments

CLASS 2 | The Mechanics Of Clear & Persuasive Writing

What good judges are taught about good writing | Structure of a memorandum or brief | Headings that persuade | Making the complex simple | Tips for clear & persuasive writing

CLASS 3 | An Organized Approach & The Persuasive Statement of Facts

Working in stages & letting the "madman" run | How to write an objective Statement of Facts that subjectively persuades
The use of headings | Cardozo's facts in Palsgraf

CLASS 4 | Creating The Winning Argument

Types of arguments | Getting the judge to "want" to rule for you | Basic structure of an argument | Making defensible arguments | Effective legal research | The use of precedent

CLASS 5 | How To Give An Effective Oral Argument

Can oral argument win? The lawyer's aim & the judges' agenda | Body language | How to prepare | Issue selection | Effective opening statements | Handling questions from the bench

Each session 2 MCLE Credits | Under NYS rules this CLE has been APPROVED for both Newly admitted & experienced attorneys



Please **DOWNLOAD** and complete this form and return to **OCBA** | email: cstirpe@onbar.org or FAX: 315-471-0705

Register me for: Entire Series Class 1 Apr 30 Class 2 May 7 Class 3 May 14 Class 4 May 21 Class 5 May 28

Attendee(s) _____ Phone _____

Firm _____ Email _____

Address _____

Check Enclosed Amount: _____ (please check fee option below)

Visa, MasterCard, or AmEx Card# _____ Exp. _____

Single Session

- Member \$ 40
- Paralegal Member \$ 30
- Lifetime \$ 15
- Agency (Agency Pre-Approval) \$ 15
- Non-Member \$ 60

Series

- Member \$175
- Paralegal Member \$125
- Lifetime \$ 75
- Agency (Agency Pre-Approval) \$ 75
- Non-Member \$225

ONONDAGA COUNTY BAR ASSOCIATION

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