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09.SPKWA

High Impact Presentation Skills
 Nov. 10, 2009 • Renaissance Seattle Hotel • Seattle, WA

YES! Please register the following:

Name: _____
 Firm: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____
 Email: _____

I cannot attend. Please send me: Course Materials Only
 Homestudy: Video DVD & Materials Audio CD & Materials

Conference Fees

Payment Method

- | | | |
|--|-------|---|
| <input type="checkbox"/> Single Registration | \$325 | Payment of \$ _____ |
| <input type="checkbox"/> 2 or more (one company) | \$300 | <input type="checkbox"/> Check <input type="checkbox"/> Purchase Order |
| <input type="checkbox"/> Government Employee | \$270 | Or Charge my: |
| <input type="checkbox"/> New Associate | \$240 | <input type="checkbox"/> VISA <input type="checkbox"/> MC <input type="checkbox"/> AMEX |
| <input type="checkbox"/> Student | \$175 | Exp. Date: _____ |
| <input type="checkbox"/> Homestudy | \$335 | |

**Multiple discounts do not apply*

Card No: _____

Signature: _____

Nov. 10, 2009
Seattle, WA
8:50 am - 12:15 pm

Renaissance
Seattle Hotel
 515 Madison Street

3.0
General CLE!

High Impact
Presentation Skills:
Fast Track Coaching
for Busy Attorneys

“As President of The Seminar Group, I’ve listened to hundreds of presentations. Candace BelAir is one of the most effective trainers I have ever worked with. Her pragmatic and hands-on approach makes her classes fun and immediately actionable. In the six years that Candace has been offering “Presentation Skills”, we have consistently received glowing reviews of her program.”
 Christopher G. Terp
 President, The Seminar Group



High Impact Presentation Skills: Fast Track Coaching for Busy Attorneys

Every time you speak, you are revealing critical information about yourself, both verbally and nonverbally. Your listeners - whether two clients at a conference table, 12 jurors in a courtroom, or 200 audience members in an auditorium - are judging you. Compelling research proves: **HOW** you say it is even more important than **what** you say.

In this dynamic, informative three-hour program, you'll learn:

HOW You Come Across . . .

- How to make a great impression even BEFORE you open your mouth.
- The five traits EVERY successful speaker has . . . and how you can develop them.
- How to avoid the six most common mistakes attorneys make when presenting.
- Understanding the three areas in which you'll always be judged and learning how to excel in each.
- How to use your hands, facial gestures, posture and body language to make you a stand-out presenter.
- Seven body language signals to avoid at all costs.

WHAT You Say . . .

- Knowing your Desired Outcome . . . the key to a successful presentation.
- "Hooking" your audience with the right open . . . nine unique ways.
- A guaranteed technique for keeping your audience on the edge of their seats.
- Five proven methods for ending your talk to move your listeners to action.

SECRETS From the Pros to Take You to the Top . . .

- Time-tested methods for managing stage fright.
- PowerPoint . . . what works and what doesn't.
- Pro's secrets on handling Q and A so you come across with confidence and poise.



Raising the Bar of Continuing Legal Education

3.0
General CLE!



FIVE WAYS TO REGISTER:

ONLINE: www.TheSeminarGroup.net

FAX: 866-435-3444

EMAIL: info@TheSeminarGroup.net

PHONE: 206-463-4400 / 800-574-4852

MAIL: PO Box 523, Vashon, WA 98070

Comments about Candace . . .

"I found Candace's class so useful that I quickly engaged her for personalized speech-making advice. Candace is a very skilled instructor and an excellent speaker herself. Her one-on-one teaching skills focus right in on your personal style with practical, targeted advice. Best of all, she gives you confidence!"

**Linda Strout, Deputy CEO and General Counsel
Port of Seattle**

"Candace is the best Presentation Skills mentor I have ever encountered (and I've seen quite a few). If you can make it to this CLE, by all means do so, and tell your friends!"

**Robert Cumbow, Attorney
Graham and Dunn PC**

"I highly recommend Candace BelAir's Presentation Skills training. Our lawyers left Candace's seminar with practical, common sense tips and tools for being more effective speakers. Candace's insights will assist attorneys at all levels, from the novice attorney to the seasoned litigator."

**Kelly Noonan
Stokes Lawrence**

"I can't wait to use the information Candace presented to share my immigration law expertise with clients and colleagues!"

**Diane Butler, Attorney
Lane Powell PC**

"I am so pleased to share with our Professional Development Committee all the excellent evaluations on your presentation. I am looking forward to a long relationship working with you."

**Marcia Remington, HR/Staffing, Training & Development Mgr.
Foster Pepper PLLC**

"Candace's presentation provided the right combination of concrete steps with the flexibility to choose those steps which enhance each individual's authenticity. She kept us interested, didn't talk below or above us, and I'm confident her presentation will result in tangible results for all attendees from our firm."

**Judd Lees, Attorney
Williams Kastner**

"Candace's Presentation Skills training session was the most productive, engaging and useful three hours in my professional experience."

**Dale Kingman, Attorney
Gordon Tilden Thomas and Cordell**

"Ms. BelAir's CLE was one of the best I've attended in years. It was a focused, highly useful, and practical presentation. I strongly recommend this fast-paced and enjoyable CLE to lawyers and professionals."

**Scott M. Missall, Attorney
Short Cressman & Burgess PLLC**

"Many of our managers considered Candace's workshop the most valuable of our two-day meeting."

**Duane Woods, General Counsel
Western Region, Waste Management**

"There is more good information in the three hours of this seminar than in most full-day seminars."

**George Kresovich, Attorney
Hillis Clark Martin & Peterson**

"I would like every advocate in my firm to participate in this training. It was engaging, challenging and very valuable."

**Daniel Ford
Columbia Legal Services**

"I was very impressed with how attentive and participatory our group was. They trusted Candace. Particularly impressive was that they were willing, and even demanding, to hear her advice about how to respond to Supreme Court justices, given that she is not a lawyer. That spoke volumes."

**Joy McLean, Director, Office of Disciplinary Counsel
Washington State Bar Association**

"I've been fortunate to hear Candace present and to learn from her on three occasions. Although I was a "fan" after I attended her first CLE, each time I've seen her present I've been "wowed" by her knowledge, the quality and ingenuity of her presentation, and of course the great results that I've achieved by following her advice. I recommend Candace's CLE's to attorneys who want to significantly improve their presentation skills."

**Robin Denison, Counsel
Moneytree, Inc.**

"Candace BelAir packed a whole lot of useful, practical nuggets into the 3-hour presentation. I've learned tools that I plan to use right away."

**Stephen Kennedy, Attorney
Ater Wynne LLP**

"What a presentation! It was one of the best we've ever had. Candace left them stimulated, energized, and ready to go into the courtroom!"

**Nancy J. Isham
Washington Association of Prosecuting Attorneys**



Raising the Bar of Continuing Legal Education

THE SEMINAR GROUP ~ FACULTY

High Impact Presentation Skills: Fast Track Coaching for Busy Attorneys

Candace BelAir, Program Chair, of BelAir Training, is a Professional Speaker and Presentation Skills Coach. She is an expert at helping attorneys speak with confidence, authenticity and **impact**. Over the years, her programs have consistently received some of the highest reviews offered by The Seminar Group.

In addition to working with attorneys, she has worked with top tier executives at **Microsoft, Starbucks, Amazon, aQuantive, Regence BlueShield, & Children's Hospital**. She has also worked with companies and agencies such as the



Government Accountability Office (GAO), Department of Defense, the Washington State Bar Association and the Washington State Patrol, as well as non-profit organizations including the **Bill and Melinda Gates Foundation and The Pike Place Market**. A listing of many other clients can be found at [www. BelAirTraining.com](http://www.BelAirTraining.com).

CONFERENCE INFORMATION

Registration: Please mail or email your registration as soon as possible since enrollment is limited, or you may also register with a credit card via email, online, fax or phone. Walk-in registrations will be accepted subject to space availability. Please call THE SEMINAR GROUP at (206) 463-4400 or (toll free) (800) 574-4852 or fax to (866) 435-3444 or email: registrar@TheSeminarGroup.net

Tuition: The tuition fee includes attendance at all sessions, coffee breaks, and all course materials. *Full Tuition:* \$325 per person; Special Government rate: \$270 per person; New Associate rate: \$240 per person. Student rate: \$175. Checks payable to: THE SEMINAR GROUP.

Save When Two or More Register: Save \$25 each off of the *Full Tuition fee only* when two or more register from the same organization at the same time. Multiple discounts do not apply.

Course Accreditation: This course is approved by the Washington State Bar for 3.0 general CLE credits. For information or accreditation in other states, please call THE SEMINAR GROUP at (206) 463-4400 or (800) 574-4852.

Substitution/Cancellation: You may substitute another person at any time. We will refund tuition, **less a \$50 cancellation charge**, if we receive your cancellation by **Wednesday, November 5th, 2009**. *No refunds will be given after this time.*

Course Materials: Each participant will receive a set of course materials, prepared by the speaker especially for this conference.

Homestudy Package: Our complete Homestudy Course, consisting of a full DVD or Audio CD and the Course Materials, is available for \$335. This package is approved by the Washington State Bar for 3.0 general self-study credits and may qualify for self-study credit in other states.

Seminar Location: The seminar will be held at the Renaissance Seattle Hotel, 515 Madison Street, downtown Seattle, Washington (206) 583-0300. Please call the hotel directly for directions/questions. A block of sleep rooms at a reduced rate has been set aside until 10/13/09. Ask For THE SEMINAR GROUP RATE.



Raising the Bar of Continuing Legal Education

ADVANCED WORKSHOPS offer busy professionals intensive up-to-date information in a one-day program. Registration is limited to facilitate discussion between faculty and attendees.

An active member of the National Speakers Association, Candace most recently served as Chair of the Mentoring Program of NSA Northwest. Additionally, Candace is an Emmy Award-winning journalist, formerly with CNN, Newsweek, United Stations Radio Network and KIRO-TV.

Having conducted more than a thousand interviews - ranging from President George Bush to the "man on the street" - Candace knows how to teach **effective communication skills**.

www.TheSeminarGroup.net