



PROGRAMS

September 2002

CEB IN

SEPTEMBER

*A Realistic Assessment of
Liability and Litigation*
**Toxic Mold Claims:
The New Asbestos?**

*Making Your Way Successfully Through the
Thicket of EGTRRA*

**Drafting Modern Estate Plans—
Flexibility is the Write Stuff**

NEW!

*The Single Most Important Skill
For a Litigator to Master*
**Advanced Negotiation &
Settlement Techniques**

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General Information

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A New Program on Negotiating Like a Pro

Advanced Negotiation & Settlement Techniques

The ability to effectively negotiate and settle your clients' claims and disputes is the single most important skill a litigator must master. This all new program, led by Santa Ana attorney and author Phillip J. Kolczynski, will feature highly experienced litigators sharing and demonstrating their methods for negotiating and settling claims. They will be joined by dispute resolution professionals who will offer their insights on effective settlement tactics in both judicially supervised settlement negotiations and mediations. Attendees will then have an opportunity to practice the tips taught in mock settlement negotiations, and to receive comment and feedback from the panel.

Come learn how to set and achieve your desired negotiation goals; how to implement a negotiation strategy; how to master the negotiation "dance"; what are and are not effective techniques and methods for successful negotiation; and ethical considerations in negotiation.

Some litigation experience required.

Program Highlights

- Understanding effective negotiation techniques and methods
- Setting and implementing a negotiation strategy
- Achieving your negotiation goals
- Mastering the negotiation "dance" steps
- Multi-party negotiations and settlements
- The "do's and don'ts" of mediation and settlement conferences
- Ethical negotiation practices

Southern California

Los Angeles • Session 220

September 13 • Friday • 9:00 am to 4:30 pm
 Wilshire Grand Hotel & Centre • Golden State Room
 • 930 Wilshire Blvd.

Hon. Enrique Romero (Retired), Los Angeles
Hugh Breckenridge, Law Offices of Hugh Breckenridge,
 Irvine

Phillip J. Kolczynski, Phillip J. Kolczynski, Law
 Corporation, Santa Ana

Roger W. Clark, Clark & Goldberg, Santa Monica

Northern California

San Francisco • Session 100

September 6 • Friday • 9:00 am to 4:30 pm
 Crowne Plaza Hotel • Savoy - 30th Floor
 • 480 Sutter St.

Hon. Ellen Sickles James (Retired), Judicial Arbitration
 Mediation Services, Walnut Creek

Hugh Breckenridge, Law Offices of Hugh Breckenridge,
 Irvine

Phillip J. Kolczynski, Phillip J. Kolczynski, Law Corporation,
 Santa Ana

Roger W. Clark, Clark & Goldberg, Santa Monica

Product number CP-07354, 6 hours MCLE credit, including 1 hour
 Legal Ethics

\$325, Passport holders: FREE with adequate hours

Program handbook may be purchased separately: CP-47354, \$60