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WHY EVERYTHING MATTERS: YOU ARE SELLING EVERY MOMENT

Michael Maggiano is nationally known for his skills in the courtroom. He is equally respected for his advice and talks on improving the image of trial lawyers. Mr. Maggiano believes that people make important decisions on lawyers even before they have actually met her and certainly before a word is spoken.

In the Courtroom potential jurors are checking us out from the moment they walk in the room. From hair to wardrobe (even your wristwatch and your shoe wear), to posture, eye contact, facial expression, tone of voice, verbal expression, demeanor to your client, your adversary, courtroom personnel and the Court - it is all being evaluated.



Once they get past whether we want to be here or not, they are rapidly thinking what is this case all about and who can we trust to get through this.

The most important two questions they all need answered are: Can she be trusted? Does she care about her client?

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Civil Rights Grow Your Legal Practice Criminal Investigation, Prosecution, Defense, and Section 1983 Litigation

Tuesday May 3rd, 2016

12-2:10 p.m. (2IL MCLE Credit)

Experience Level: Intermediate
Other Learning Options: DVD Rental, Written Materials, CBA Webcast, West LegalEdCenter Webcast.

The discussion will focus on Criminal Investigation, Prosecution, Defense and Section 1983 Litigation.

Panelist:

Hon. John R. Blakey, United States District Court, Northern District of Illinois

Sharon Fairley, Chief Administrator, Independent Police Review Authority.

April Perry, Assistant United States Attorney, Civil Rights Coordinator.

Neil Toppel Attorney Supervisor, Cook County Public Defenders Office

What you say on your website and the articles that you have written, your FACEBOOK , LinkedIN pages and all that the world says about you on AVVO, Yelp, and the other social media venues will be sought out in a few strokes as the venire panel surfs the internet about you and your client.

Once you stand up and give your name to the venire panel in seconds they are clicking away and checking you out.

It is only once they are empaneled that the Judge gives warning on internet and cell phone use.

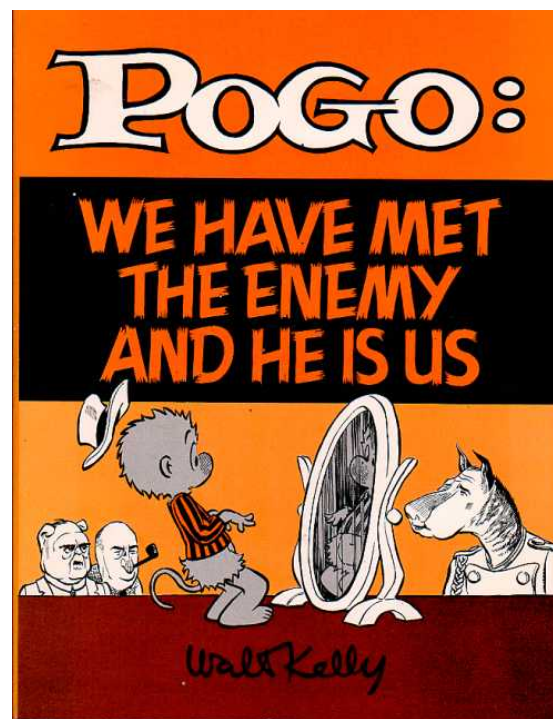
Up and until then all are fair game. But there is no policing home internet use.

How do you look – as a lawyer, a professional, as a human being, and, what have you said to the world or to what organizations professional and charitable you have affiliated is being evaluated?

What ever the homogenization of all that becomes in the viewers' mind will be their first impression.

This all applies to the potential personal injury client looking for a lawyer.

You never get a second chance to make a good first



Grow Your Legal Practice

Wednesday, May 25, 2016

3:00-6:00 p.m. (2.75 IL PR-MCLE Credit, subject to approval)

Experience Level: Intermediate

Presented by CBA Solo/Small Firm Practitioners
Committee

Other Learning Options:

DVD Rental • Written Materials

CBA Webcast • West LegalEdcenter Webcast

SPEAKERS AND TOPICS:

2026 AND BEYOND: 10 WAYS YOUR PRACTICE WILL (OR MUST) CHANGE IN THE NEXT 10 YEARS

John Romano & Eric Romano, *Romano Law Group, Lake
Worth, Florida*

WHY EVERYTHING MATTERS: YOU ARE SELLING EVERY MOMENT

Michael Maggiano, *Maggiano DiGirolamo Lizzi, Fort Lee,
New Jersey*

STANDING OUT FROM THE CROWD: LESSONS LEARNED

Sarah Toney, *The Toney Law Firm, Chicago, IL*

MODERATORS:

Kenneth H. Levinson, *Levinson and Stefani*

Stephen L. Hoffman, *Law Office of Stephen L. Hoffman
Chairs, CBA Solo/Small Firm Practitioners Committee*

impression.

Missed a Seminar? Watch it later with on demand video. The CBA has 100's of titles available in our webcast center. www.chicagobar.org
