

**Complimentary MCLE Provided by
Wolters Kluwer Law & Business**

Wednesday, January 23, 2013
Hilton New York
1335 Avenue of the Americas, New York City
Morning Program, 10:30 - 11:30 a.m.
Clinton Suite, 2nd Floor

IMPORTANT INFORMATION

Under New York's MCLE rule, this program has been approved for a total of **1.0 credit hours in Skills**. This program is transitional and is suitable for MCLE credit for newly-admitted attorneys.

Registration: Register online at www.nysba.org/wolterskluwer10. For questions about this specific program, please contact Adriana Favreau at 518-487-5630. For registration questions only, please call 518-487-5621.

All attendees will receive a complimentary copy of the book "Mastering the Art and Skill of Listening: A Guide to Negotiation".

Speaker
Jeffery H. Newman, Esq.

Mastering the Art and Skill of Listening: A Guide to Negotiation

- 10:30 - 10:35 a.m. Welcome and Introduction**
Jeffery H. Newman, Esq.
- 10:35 - 11:30 a.m.**
- **The Importance of Listening and Observing**
 - **Successful techniques to become a more effective negotiator**
 - **Various approaches to successful negotiations**
 - **The tools and strategies necessary to become an effective leader**
 - **Converting leadership skills into more effective interfaces**
 - **The direct relationship between leadership skills and effective negotiations**



Accommodations for Persons with Disabilities: NYSBA welcomes participation by individuals with disabilities. NYSBA is committed to complying with all applicable laws that prohibit discrimination against individuals on the basis of disability in the full and equal enjoyment of its goods, services, programs, activities, facilities, privileges, advantages, or accommodations. To request auxiliary aids or services or if you have any questions regarding accessibility, please contact Adriana Favreau at 518-487-5630.



For overnight room accommodations, please call the Hilton New York at 1-800-445-8667 and identify yourself as a member of the New York State Bar Association. Room rates are \$239.00 for single/double occupancy. You also can reserve your overnight room on the web at www.nysba.org/13acomm.



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