

**JON KATZ, P.C.**  
ATTORNEY AT LAW  
FAIRFAX, VIRGINIA 22030  
(703) 383-1100  
[www.katzjustice.com](http://www.katzjustice.com)



PURSUING YOUR BEST DEFENSE AGAINST CRIMINAL & DUI PROSECUTIONS IN VA & MD

## **MAINTAINING CALM IN THE EYE OF THE LAW PRACTICE STORM**

Mindful engagement for persuasive marketing, negotiations, and courtroom victory  
By Jon Katz

### **IT ALL BEGINS WITH YOU**

- Clearing out the internal gunk to inspire others to say yes
- Neutralizing and reversing adversity
- Engaging and sticking towards victory

### **CLEARING OUT THE INTERNAL GUNK**

- Mindfulness practice. Remaining in the now
- Engaging from zero
- Losing the ego and embracing others as our sisters and brothers

### **EMBRACING POTENTIAL CLIENTS AND HIRED CLIENTS**

- Crawling under the hide of the other person
- Dealing with the potential clients' and clients' fears & goals
- Focusing on client self improvement & self rehabilitation

### **DEALING WITH CURVEBALLS & POOPSTORMS LIKE A GLADIATOR**

- Turning around even the most recalcitrant judges – Clearing our own minds
- The judge & opponent are ours to benefit from, not merely to battle against
- Removing ourselves as the obstacle to others doing what we want

### **HEARING THE UNSAID; STICKING TO THE OTHER PERSON**

- With quiet & calm comes insight and inspiration
- Sticking enables the potential client's yes at one stage or another
- Sticking keeps us powerfully in the ring with the opponent and judge

### **THE POWER OF EMPATHY, SPONTANEITY & JOY IN LIFE AND LAW PRACTICE**

- Drawing the other person into the circle of your story & engagement
- Developing trust by dropping protective armor
- The infectiousness of practicing law like a joyful child in a hurricane

### **THE PRACTICE OF LAW AS A HEALING ART**

- Welcoming the opportunity to help clients harmonize imbalanced situations
- Taking care of ourselves to take care of our clients
- Working with mental health professionals for our clients