



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

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

### **IMPLEMENTING THIS PATH**

By Jon Katz

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

“When someone squeezes you, puts pressure on you or says something unflattering or critical; and out of you comes anger, hatred, bitterness, tension, depression, or anxiety, it’s because that is what’s inside.” Wayne Dyer, *10 Secrets for Success and Inner Peace*- Wayne Dyer

- *How to Argue & Win Every Time*- Gerry Spence
- *Search Inside Yourself*- Book by Chade-Meng Tan
- *Getting to Yes*- Fisher & Ury

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

“I need to take my own power down to 0.... If he has 100, I have 0... Whatever he has, I’m always beneath it... I’m not chasing his attributes, or competing, or catching up, or exceeding him.” Taijiquan Master Benjamin Pang Jeng Lo

- *Mindfulness for Beginners*- Jon Kabat-Zinn
- *Be Here Now*- Ram Dass
- *Zero Limits*- Joe Vitale & Ihaleakala Hew Len

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

“The magic mirror of loving others and having others love us back.

- Psychodrama seminars
- Trial Lawyers College seminars
- Mindful & Contemplative Lawyering

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

A challenging judge is like a boulder in the middle of the road. We have a choice to drive around it or to get a hernia trying to lift it away- Steve Rench, Denver trial lawyer

“Everyone is my teacher, starting with my worst enemy” – Dalai Lama

“Do. Or do not. There is no try.” – Master Yoda

- Maximus Decimus Meridius- Russell Crowe’s character in Gladiator
- *Win Your Case*- Gerry Spence
- *Cross-examination: Science and Techniques*- Pozner & Dodd

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

- Meditation and mindfulness practice
- T’ai chi ch’uan sensing hands
- Sticking and engaging as part of sequencing to get new clients and to persuade others

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

- *Lovingkindness*- Sharon Salzberg
- Storytelling for persuasion
- Lessons from taijiquan master Cheng Man Ch’ing

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

- Positively changing ourselves helps others
- Mindful Lawyering [www.mindfullawyerconference.org](http://www.mindfullawyerconference.org)
- Learning the language of mental health professionals