



# Captivate: Presentations That Engage and Win Over Any Audience

October 12, 2018 - 9:00 a.m. -10:00 a.m.

BAEC, 438 Main Street, Sun Room Auditorium, Buffalo

1.0 CLE credit: Law Practice Management

## Speakers:

Steven Hughes, CSP, *Hit Your Stride, LLC*

Stephanie A. Adams, Esq., *Law Office of Stephanie Adams, PLLC (moderator)*

What if you could stand in front of any audience and deliver a presentation so powerful it captivated them from start to finish? You can if you understand body language, how people think, and what causes people to pay attention? This dynamic program combines the time-tested wisdom of the Greek philosophers with the latest insights from today's leading storytellers: TED Talks and Hollywood. **Captivate** also incorporates proven strategies to take your natural speaking style and use it to your advantage. When all of these factors are applied correctly, *your lawyers will connect with audiences so that they listen more, retain more, and act more on your recommendations and arguments.*

Specifically, you will be able to:

- Establish credibility and appear more dynamic.
- Make a powerful first impression and build on it throughout your talk.
- Leverage the #1 trust-building skill to connect with any audience.
- Add more life and energy to your delivery.

## Erie Institute of Law Registration Form - Captivate: Presentations that Engage and Win Over Any Audience

\$25 BAEC Member

\$30 Non-Member

\$5 Hard copy of material

**The Erie Institute now provides material via electronic delivery. Please be sure to add your email address below. If you prefer a hard copy, check the box above and add \$5 to the registration fee. Thank you.**



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**Accreditation:** The Erie Institute of Law has been certified by the New York State Continuing Legal Education Board as an accredited provider of continuing legal education in the state of New York.

**Cancellation Policy:** If you are unable to attend a seminar for which you have already registered, call the CLE department at 852-8687. For a full refund, notice of your cancellation must be received 48 hours in advance of a program. **Cancellations received less than 48 hours in advance are subject to a \$5 administrative fee.** Registrants who are pre-registered and fail to attend will receive course materials in lieu of a refund.

**Mail or Fax to:** Erie Institute of Law, 438 Main Street, Sixth Floor, Buffalo, New York 14202, (716) 852-8687, Fax (716) 852-7641. Register online at [www.eriebar.org](http://www.eriebar.org). Tuition assistance available. Please call to request an application.