

# SUMMER SALE

DON'T WAIT—SALE ENDS AUGUST 31, 2015!

PLEASE CONTACT OLI AT 503-768-6580 OR OLI@LCLARK.EDU, IF YOU HAVE ANY QUESTIONS.

MCLE CREDITS: Credits apply to CD/book sets and DVD/book sets only. (G) General; (G or PS) General or Practical Skills; (E) Ethics; (AJ) Access to Justice; (CAR) Child Abuse Reporting.

RECIPROCITY: Titles noted with [R] qualify for credit necessary to fulfill the MCLE requirements for reciprocal admission to the Oregon State Bar.

## ACCESS TO JUSTICE

### IS JUSTICE ACCESSIBLE IF SPEECH MAY NOT BE FREE AND COURTS MAY BE CLOSED?

What is a “race card”? When can it be used? • Picking a lawyer because of gender, race, or political status: the client’s view • Picking who works on a case for a potentially biased client: the lawyer’s and law firm’s view • Buying justice: do caseload or other concerns give the rich a better standard of care? What, if anything, can be done about it? • “Unbundling” as a tool for access to justice • Reforming courts: proposals to make courts more effective, efficient, and tolerant

November 2, 2012

MCLE: 3 AJ

CDs/Book: ~~\$159 per set~~ \$119 per set

DVDs/Book: ~~\$229 per set~~ \$179 per set

### REPRESENTING ELDER ABUSE VICTIMS

Financial Abuse of the Elderly • Office of Adult Abuse Prevention and Investigations • Representing Victims of Physical Abuse Arising in Facilities • Litigating an Elderly Persons and Persons with Disabilities Abuse Prevention Act (“EPPDAPA”) Order • Fitting the Pieces Together.

April 12, 2013

MCLE: 6.5 G or AJ

CDs/Book: ~~\$199 per set~~ \$159 per set

DVDs/Book: ~~\$299 per set~~ \$249 per set

Book only (194 pages): ~~\$59~~ \$49

### ADDRESSING DISCRIMINATION, HARASSMENT, AND INTIMIDATION IN LEGAL PROCEEDINGS

Background discussion regarding proposed Oregon Rule of Professional Conduct 8.4(a)(7) and (c) • Are the current RPCs adequate to address discriminatory, harassing, and intimidating lawyer conduct and, if so, how?

November 8, 2013

MCLE: 3AJ

CDs/Book: ~~\$159 per set~~ \$119 per set

DVDs/Book: ~~\$229 per set~~ \$179 per set

### 2012 WORKERS’ COMPENSATION UPDATE

The Pre-existing and Current Condition of Combined Conditions

• Appellate Update • Things a Workers’ Compensation Lawyer Should Know About PI Cases • News from the Board • What’s Age Got to Do with It? • Se Habla Espanol? Representing Non-English Speakers in Workers’ Comp Cases • Penalties, Attorney Fees, Sanctions, and Costs.

September 28, 2012

MCLE: 5.5 G and 1 AJ

CDs/Book: ~~\$199 per set~~ \$159 per set

DVDs/Book: ~~\$299 per set~~ \$249 per set

Book only (93 pages): ~~\$59~~ \$49

## ADMINISTRATIVE/GOVERNMENT

### THE LONG REACH OF HEALTH CARE REFORM

The ACA’s impact on employee benefits, collective bargaining, the health care industry, and constitutional law • The ACA’s “Play-or-Pay” Rules for Non-Benefits Attorneys • Obamacare and Oregon Health Reform’s Impact on Collective Bargaining for Health Insurance • ACA and The Future of Health and Care • The Hobby Lobby Case—The ACA Meets the Free Exercise • Panel Discussion and Questions.

Friday, June 13, 2014

MCLE: 3.5 G

CDs/Book: ~~\$159 per set~~ \$119 per set

DVDs/Book: ~~\$229 per set~~ \$179 per set

### KEEPING UP WITH MARRIAGE: *Serving Your Same Sex Couples Right*

Everything you need to guide your clients through the range of issues surrounding the changing definition of marriage • Marriage Equality—How We Got Here • Federal Benefits for Same Sex Couples—What You Need to Know • Practices and Pitfalls in Same-Sex Dissolutions • Income Tax Issues for Same-Sex Couples • Til Death Do Us Part: Estate Planning and Administration in a Post-Windsor World

Friday, June 13, 2014

MCLE: 3.5 G

CDs/Book: ~~\$159 per set~~ \$119 per set

DVDs/Book: ~~\$229 per set~~ \$179 per set

### A FLOOD OF QUESTIONS: *Integrating Floodplain Management and Salmon Conservation*

Legal Landscape: Managing Floodplains and Restoring Salmon

• Understanding and Restoring Floodplain Function for Salmon Restoration and Other Benefits • Administering Floodplain Protection: Agency Roles and Views • Levee Certification/Re-Certification • NFIP Consultation and Litigation • Changes to Mapping Requirements for NFIP • Floodplains and Local Land Use Regulation • Columbia River Treaty

November 7, 2014

MCLE: 7 G or PS

CDs/Book: ~~\$199 per set~~ \$159 per set

DVDs/Book: ~~\$299 per set~~ \$249 per set

Book only (249 pages): ~~\$59~~ \$49

## ADMINISTRATIVE/GOVERNMENT (*Continued*)

### A DAY WITH THE OREGON COURT OF APPEALS

Introduction to Your Court of Appeals • State of the Court • Behind the Curtain—How Judges of the Court of Appeals Decide Cases • How Have the Judicial Decision-Making Processes of the Court Changed in Recent Years? Reflections on Times Past • When Are the Merits Undecided? Caselaw Update on Preservation and Plain Error/Mootness/Appellate Jurisdiction • Motion and Petition Practice in the Court of Appeals • Briefing Before the Court of Appeals—What Works and What Doesn't • Oral Argument—Tips and Traps • Breakout Group on the Briefing and Oral Advocacy Processes: General Appellate Practice • The Future of the Court

April 18, 2014

MCLE: 6.75 G or PS

CDs/Book: ~~\$209 per set~~ \$159 per set

DVDs/Book: ~~\$309 per set~~ \$249 per set

Book only (129 pages): ~~\$59~~ \$49

## ALTERNATIVE DISPUTE RESOLUTION

### MEDIATION TOOLS AND TECHNIQUES FOR LAWYERS

Is Mediation Overused? • What Works and What Doesn't in Successfully Mediating Personal Injury Cases • Mediating Business Litigation Cases • Negotiating Ethics: Representing Your Client and Understanding the Other Side • Judicial Settlement Conferences – What Do Judges Think? • “Practitioners’ Follies” • Different Kinds of Minds: Some Facts and Figures about Autism, Asperger's, ADD/ADHD or PTSD • The Art of Effective Cross-Cultural Mediation: Representing Your Client and Understanding the Other Side.

October 19, 2012

MCLE: 4.25 G *plus* 2 AJ and 1 E

CDs/Book: ~~\$199 per set~~ \$159 per set

DVDs/Book: ~~\$299 per set~~ \$249 per set

Book only (81 pages): ~~\$59~~ \$49

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TO BECOME A VALUED  
OLI ANNUAL PASSHOLDER.**

## APPELLATE LAW

### APPELLATE TIPS FOR LITIGATORS:

*Planning Trials for Success on Appeal*

Intake and Pretrial Issues • Trial and Post-Trial Issues • Deciding Whether and What to Appeal; Perfecting Your Appeal • What *Not* to Do in Presenting Your Case to the Court of Appeals • Review in the Oregon Supreme Court.

October 26, 2012

MCLE: 6.5 G

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (125 pages): ~~\$59~~ \$49

### A DAY WITH THE OREGON COURT OF APPEALS

Introduction to Your Court of Appeals • State of the Court • Behind the Curtain—How Judges of the Court of Appeals Decide Cases • How Have the Judicial Decision-Making Processes of the Court Changed in Recent Years? Reflections on Times Past • When Are the Merits Undecided? Caselaw Update on Preservation and Plain Error/Mootness/Appellate Jurisdiction • Motion and Petition Practice in the Court of Appeals • Briefing Before the Court of Appeals—What Works and What Doesn't • Oral Argument—Tips and Traps • Breakout Group on the Briefing and Oral Advocacy Processes: General Appellate Practice • The Future of the Court

April 18, 2014

MCLE: 6.75 G or PS

CDs/Book: ~~\$209 per set~~ \$159 per set

DVDs/Book: ~~\$309 per set~~ \$249 per set

Book only (129 pages): ~~\$59~~ \$49

## BUSINESS/TAX LAW

### 6<sup>th</sup> Annual RECENT DEVELOPMENTS IN FEDERAL TAX

#### VALUATION *featuring* Jack Bogdanski

Jack Bogdanski will discuss the more notable events of the past year in the fast-moving world of valuation of property for federal tax purposes. Topics will include areas of interest to income tax practitioners and estate and gift tax practitioners alike, among them: • deductions and exclusions for conservation easements • the Tax Court's tough stance on the charitable contribution substantiation rules • taxpayer victories on valuation of interests in family limited partnerships • the continued resurgence of defined value clauses • resolving the overlap of Sections 2703 and 2704(a) • valuation of lottery prizes • deductions for contributions of buildings to fire departments • partial special use valuation elections under Section 2032A; and • additional late developments.

December 14, 2012

MCLE: 2 G

Book only (48 pages): ~~\$59~~ \$49

## BUSINESS/TAX LAW (Continued)

### 7<sup>th</sup> Annual RECENT DEVELOPMENTS IN FEDERAL TAX

#### VALUATION *featuring Jack Bogdanski*

Jack Bogdanski will discuss the more notable events of the past year in the fast-moving world of valuation of property for federal tax purposes. Topics will include areas of interest to income tax practitioners and estate and gift tax practitioners alike, among them:

- “net, net” gifts • the continuing battles over conservation and facade preservation easements, and what they mean for charitable contribution deductions generally • new cases on the highest and best use of real property • the discount for lack of marketability • valuation of undivided fractional interests • blockage discounts • the use of option prices in determining fair market value • allocation of purchase price in the sale of an ongoing business • the valuation misstatement penalty • private annuities and self-cancelling installment notes; and • other late-breaking developments.

December 13, 2013

MCLE: 2 G

Book only (59 pages): \$59 \$49

### 8<sup>th</sup> Annual RECENT DEVELOPMENTS IN FEDERAL TAX

#### VALUATION *featuring Jack Bogdanski*

Jack Bogdanski will discuss the more notable events of the past year in the fast-moving world of valuation of property for federal tax purposes. Topics will include areas of interest to income tax practitioners and estate and gift tax practitioners alike, among them:

- The latest on the discount for taxes on “built-in” gains • Who owns the intangibles of a family business? • The burden of proof matters (sometimes) • A tax return valuation position as an admission • The distinction between “market value” and “fair market value” • Issues posed by “successor member interests” in limited liability companies • Holding company valuation: income vs. asset approach • Valuation of “QTIP” assets • Continuing valuation (and other) battles regarding conservation and facade • Valuation of accounts with Bernie Madoff • Penalties for inaccurate valuation; and • IRS disbarment of wayward appraisers.

December 19, 2014

MCLE: 2 G

Book only (56 pages): \$59 \$49

### REPRESENTING FAMILY AND CLOSELY HELD BUSINESSES

Employment Law Concerns for Small Businesses • Crowdfunding and the JOBS Act • Divorce and the Role of the Business Lawyer • Dealing with Distressed Customers and Suppliers: Bankruptcy Primer for the Non-Bankruptcy Lawyer • Tax Planning for Closely Held Businesses • Business Transition Planning for Owner of Family Held Businesses • Estate Planning for Owners of Closely Held Businesses.

March 1, 2013

MCLE: 6.25 G

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (194 pages): \$59 \$49

### INTERNET LAW DEVELOPMENTS

Trademark and Domain Name Developments • Data Security • Taxation of Internet Commerce: What You Need to Know • Social Media: Implications for Business • Current Developments Regarding Privacy on the Internet • Recent Internet Law Cases: 10 Cases You Need to Know About.

June 7, 2013

MCLE: 4.25 G

CDs/Book: ~~\$179 per set~~ \$139 per set

DVDs/Book: ~~\$239 per set~~ \$189 per set

Book only (147 pages): \$59 \$49

### BUSINESS STARTUPS

Protecting Intellectual Property • Mounting Up and Leaving the Gate with the Essentials of Employment Law • Working With Startups: Challenges and Opportunities • Deconstructing the Venture Capital Term Sheet • Corporate Formation and Entity Selection Considerations • Venture Capitalist Panel • Crowdfunding: The Sirens' Song • Securities Compliance: What You Need to Know

March 7, 2014

MCLE: 6.5 G

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (166 pages): \$59 \$49

### PRIVACY LAW IN THE INTERNET AGE

BYOD – Mobile Device Challenges for Security and Privacy • Privacy & Data Security in Payment Card and Card-Alternative Transactions • Lawyers as Business Associates: New Risks and Obligations under HIPAA • The Legal Ethics of Social Media (aka Friending Our Enemies, Boasting Through Blogs, and Tweeting Our Trials) • Workplace Privacy: A Competitive Advantage • Important Recent Developments and Trends in Privacy Law • Cyber-Insecurity: Confronting Your Notification Anxiety • Red Rover or Dodgeball? Traversing the Privacy Playing Field in an Age of Enhanced FTC Enforcement.

June 6, 2014

MCLE: 6 G and 1 E

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (108 pages): \$59 \$49



## CHILD ABUSE REPORTING

### 25<sup>th</sup> Annual Ethics CLE: UNDERSTANDING CHILD ABUSE AND YOUR REPORTING OBLIGATIONS

This presentation will cover the basics of the Oregon child abuse and neglect reporting law for mandatory reporters, which includes all lawyers. It will also address an area of child abuse and neglect that drives most child dependency cases, namely parental substance abuse. This will be a practical discussion designed to inform the

judgments lawyers are required to make, and the steps they are required to take, to fulfill their duty to assist in protecting children from abuse.

November 2, 2012

MCLE: 1 CAR

CDs/Book: ~~\$35 per set~~ \$30 per set



# CHILD ABUSE REPORTING (*Continued*)

## 26th Annual Ethics CLE: CHILD ABUSE REPORTING: LEGAL OBLIGATIONS AND PROFESSIONAL ETHICS

Statistics of child abuse in Oregon • Social overview and lifetime impacts of child abuse • Application of the reporting law • Purpose of the child abuse reporting law • The duty to report • Consequences of failure to report • Who must report • Information needed in the report • Mechanics of the Department of Human Services response: what happens when a report is made.

November 8, 2013

MCLE: 1 CAR

CDs/Book: ~~\$35 per set~~ \$30 per set

## COMMERCIAL LAW

### CONSUMER PROTECTION INTERSECTIONS: *A Day with the Consumer Financial Protection Bureau, the Federal Trade Commission's Bureau of Consumer Protection, and Oregon State Consumer Lawyers*

Overview of the Consumer Financial Protection Bureau and FTC's Bureau of Consumer Protection, and Federal Resources for Consumer Advocates • Mortgage Markets: The CFPB Mortgage Rulemakings; FTC Crackdown on Mortgage Relief Scams and Misleading Mortgage Advertising; Oregon Mortgage Lending Law and Regulation • Targeted Consumer Protection: CFPB, FTC, and Oregon Work on Behalf of Seniors, Immigrants, Servicemembers,

and Low-Income Consumers • Law Enforcement Highlights: CFPB, FTC, and Oregon DOJ Recent Actions to Protect Consumers • Fair Debt Collection: CFPB Supervision of Debt Collection Activities; FTC Enforcement Actions Against Deceptive, Abusive, and Phantom Debt Collectors; Debt Collection in Oregon.

Friday, October 11, 2013

MCLE: 5.75 G

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (226 pages): \$59 \$49

## EMPLOYMENT LAW

### [R] 2013 ANNUAL EMPLOYMENT LAW UPDATE

Case Law Update • What to Expect from the 2013 Oregon Legislative Session • Too Technical to Remember? Recent Leave Law Changes Demystified • Workplace Violence • Agency Overview, Administrative Process, and Legislative Updates • Everything You May Want to Know About Lawyer Investigations But Have Been Too Busy to Ask • What You Need to Know About Health Care Reform.

May 31, 2013

MCLE: 4.75 G and 1 E

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (214 pages): \$59 \$49

### 2014 ANNUAL EMPLOYMENT LAW UPDATE

Case Law Update • Avoiding the Plague of Class Action/Representative Action Wage and Hour Suits • 2014 Legislative Update and What to Expect in 2015 • Correctly Using Independent Contractors in Oregon – 2014 Case Law Update • PDRx: Portland Sick Leave Dosage and Use • Settlements and Judgments • Evolving Trends of “Off-Duty” Conduct: Social Media and Marijuana.

May 30, 2014

MCLE: 4.75 G and 1 E

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (194 pages): \$59 \$49

## ESTATE PLANNING/PROBATE/ELDER LAW

### REPRESENTING ELDER ABUSE VICTIMS

Financial Abuse of the Elderly • Office of Adult Abuse Prevention and Investigations • Representing Victims of Physical Abuse Arising in Facilities • Litigating an Elderly Persons and Persons with Disabilities Abuse Prevention Act (“EPPDAPA”) Order • Fitting the Pieces Together.

April 12, 2013

MCLE: 6.5 G or AJ

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (194 pages): \$59 \$49

Forms on Disc: \$20 (available only with course book/CD or DVD purchase)

### ABCs OF DECEDENTS' ESTATE ADMINISTRATION

Alternatives to Probate • Initiating Probate • Inventory, Collection, and Management of Assets • Title Problems • Creditors' Claims • Closing and Distribution of Assets • View from the Probate Bench • Administration of Estates with Revocable Trusts • Ethical Issues in Estate Administration.

March 14, 2014

MCLE: 5.25 G or PS and 1 E

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (250 pages): \$59 \$49

Forms on Disc: \$20 (available only with course book/CD or DVD purchase)

### GUARDIANSHIPS AND CONSERVATORSHIPS: *Updated Forms and Procedures*

Guardianships • Conservatorships • Professional Fiduciaries • Getting Paid—The Rules Have Changed (Or Have They?) • Capacity Evaluation—A View from the Examiner's Seat • Paperless Practice Goes Mainstream—Issues for eFilers in Guardianships and Conservatorships • The LGBT Experience of Aging.

October 24, 2014

MCLE: 6.25 G or PS and 1 AJ

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (278 pages): \$59 \$49

Forms on Disc: \$20 (available only with course book/CD or DVD purchase)



## ETHICS

### **25th Annual Ethics CLE: "ZEALOUS" OR "EXCESSIVE" – CAN A LAWYER'S GOOD INTENTIONS GO TOO FAR?**

Recent Developments Regarding Oregon's Rules of Professional Conduct • Caselaw and Stipulations • Recent Ethics Opinions • Emerging Trends • "Zealous" or "Excessive" – Can a Lawyer's Good Intentions Go Too Far? • Puffing and Negotiating: Is There a Line and How Do We Draw It? • Virtual Lawyering and its Critics Trends • High-Tech Details: Metadata, Inadvertent Disclosure, and Related Issues Trends • E-mail and Communicating with Represented Parties Trends • Considering Coupons: Marketing for Fun and Profit in a High-Tech World.

November 2, 2012      CDs/Book: ~~\$149 per set~~ \$119 per set  
MCLE: 3 E              DVDs/Book: ~~\$189 per set~~ \$139 per set

### **26th Annual Ethics CLE: LEGAL ETHICS' GREATEST HITS (AND MISSES) OF 2012–2013**

A review of recent Oregon ethics opinions and disciplinary decisions on issues including but not limited to: Social networking as a discovery tool, marketing tool, and disciplinary risk for lawyers, jurors, and judges • Miscoding of personal expenses and misuse of Westlaw as grounds for discipline • Negligence versus incompetence as a basis for discipline • State of mind issues in disciplinary proceedings • Oregon's proposed changes to the lawyer marketing rules: too far or not far enough? • Are things changing or are they remaining the same? • Meet the new Disciplinary Counsel and Director of Regulatory Services • The Case for Civility/Professionalism as a Winning Strategy.

November 8, 2013      CDs/Book: ~~\$149 per set~~ \$119 per set  
MCLE: 3 E              DVDs/Book: ~~\$189 per set~~ \$139 per set

## FAMILY LAW

### **25th ANNUAL FAMILY LAW SEMINAR**

Oregon Child Support Program 2011–2012 Child Support Guidelines Review • Paternity, Presumptions and Assumptions • Elder Law Issues in Domestic Relations • Ethical Pitfalls of Social Media and Evidentiary Issues • Family Courts After the Budget Cuts: What's Left and What's New • When Family Law and Criminal Law Issues Coincide • Relocation.

September 21, 2012

MCLE: 5 G and 1 E

CDs/Book: ~~\$199 per set~~ \$159 per set

DVDs/Book: ~~\$299 per set~~ \$249 per set

Book only (154 pages): \$59 \$49

### **KEEPING UP WITH MARRIAGE:**

#### ***Serving Your Same Sex Couples Right***

Marriage Equality—How We Got Here • Federal Benefits for Same Sex Couples—What You Need to Know • Practices and Pitfalls in Same-Sex Dissolutions • Income Tax Issues for Same-Sex Couples • Til Death Do Us Part: Estate Planning and Administration in a Post-Windsor World

Friday, June 13, 2014

MCLE: 3.5 G

CDs/Book: ~~\$159 per set~~ \$119 per set

DVDs/Book: ~~\$229 per set~~ \$179 per set

### **26th ANNUAL FAMILY LAW SEMINAR**

Appellate Review of Domestic Relations • Top Ten Family Law E-Discovery Issues • Child Support Guidelines: The Next Generation • Hard Truths – Preparing Clients for What They Don't Want to Hear and Strategies for Effectively Representing Challenging Clients • Everything You Need to Know about the Last Legislative Session • Responses to Ten Difficult Questions from Clients • Four Snapshots – The Intersection of Family Law and Four Related Practice Areas: Bankruptcy Law, Tax Law, Mortgages, Foreclosures and Short Sales, and Social Security Disability Law • Trying a Family Law Case – Observations from the Bench.

September 20, 2013

MCLE: 6.75 G

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (149 pages): \$59 \$49

## TRIAL PRACTICE

### **EVIDENCE FROM THE JUDGES**

Witnesses Commenting on the Credibility of Other Witnesses • Objecting at Trial • Perserving Evidentiary Error • Character Evidence • Evidence Rules Outside the Code and Evidentiary Issues Outside of Trial • Opinion Evidence from Experts: Recent Developments • Appellate Update.

November 30, 2012

MCLE: 6 G or PS

CDs/Book: ~~\$209 per set~~ \$159 per set

DVDs/Book: ~~\$309 per set~~ \$249 per set

Book only (91 pages): \$59 \$49

### **DEPOSITION TECHNIQUES: Strategies • Tactics • Techniques featuring David B. Markowitz**

Deposition Goals • How to Ask Questions • What to Ask – Important Questioning Techniques • Dealing with the Lying Witness • Dealing with the Witness Who Claims to Know Too Little • Getting it All – Deposition Thoroughness • When to Stop Asking Questions • Defending Depositions.

December 7, 2012

MCLE: 6 G or PS

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$329 per set~~ \$279 per set

## TRIAL PRACTICE (*Continued*)

### TRYING A MEDICAL NEGLIGENCE CASE:

#### *Tips from the Masters*

What Plaintiff and Defense Lawyers Must Know Before Accepting a Medical Negligence Case • Essential Pre-Trial Issues • Discovery in Medical Negligence Cases • Preserving Error • Going To Trial vs. Alternative Dispute Resolution • Trial Strategies: Essential Elements of a Medical Negligence Case • New Developments: How Has Medical Negligence Litigation Evolved?

December 14, 2012

MCLE: 6.75 G

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (164 pages): \$59 \$49

### LITIGATING AUTO ACCIDENT CASES

Discovery in Auto Injury Cases • Accident Reconstructionist Can Help—and Hurt—Your Case • Experts: Effective Strategies for Preference, Preparation, and Presentation at Trial • PIP Repayment Strategies • Mediating and Settling Auto Injury Cases: Dos and Don'ts • Trying Your Case: What Works and What Doesn't.

Friday, April 19, 2013

MCLE: 6.5 G or PS

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (126 pages): \$59 \$49

### MASTERING THE ART OF PERSUADING TRIAL JUDGES

#### *featuring David B. Markowitz*

How to Win at Oral Argument • Elements of Trial Judge Persuasion • Why the Same Words May Have Different Persuasive Impact • Developing Credibility • Courageous Arguments • Winning the Right Way.

May 3, 2013

MCLE: 3.5 G or PS

CDs/Book: ~~\$179 per set~~ \$139 per set

DVDs/Book: ~~\$239 per set~~ \$189 per set

### NEW TRENDS IN OREGON DISCOVERY

Discovery Battles from the Judge's Perspective • Discovery Under the New Multnomah County Civil Case Management System • Why Choose Arbitration? • Recent Trends in Electronic Discovery • Mandamus – Your Last Resort for Discovery • Civil Discovery and White-Collar Criminal Investigations.

October 25, 2013

MCLE: 6.25 G

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (202 pages): \$59 \$49

### COURTROOM EVIDENCE

New Oregon Standards for Using Eyewitness Testimony • Evidentiary Rulings – Use Them to Your Client's Advantage • Appellate Update • Attacking (and Supporting) Witness Credibility at Trial • High Technology Evidence for the Trial Practitioner.

November 15, 2013

MCLE: 6.5 G or PS

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (118 pages): \$59 \$49

### TRIAL TECHNIQUES, SKILLS, AND STRATEGIES

#### *featuring David B. Markowitz*

The Perfect Question • Jury Selection • Opening Statement • Direct Examination • Preparing Your Client for Trial • Courtroom Technology • Cross-Examination • Using Depositions at Trial • Expert Cross-Examination in Oregon State Court Trials • Closing Arguments.

December 6, 2013

MCLE: 6.5 G or PS

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$329 per set~~ \$279 per set

### LITIGATING AUTO ACCIDENT CASES

Medical Case Management for Attorneys • Advanced Uninsured and Underinsured Motorist Issues • Judges Panel: Trying Your Case — What Works and What Doesn't • Third Party Issues • The Role of Probability, Risk, and Coincidence in Specific Causation.

May 16, 2014

MCLE: 7 G or PS

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (186 pages): \$59 \$49

### EVIDENCE: *How to Get It and How to Use It*

Appellate Update • Walkin' Down a Country Road: Evidence in Arbitration • Expert Witnesses in State and Federal Litigation • Tips and Traps in Securing Evidence from Government Sources • Tort Litigation: Obtaining and Preserving Evidence for Admission in Court • Ethical Issues Involving Damaged, Altered, or Stolen Evidence.

November 21, 2014

MCLE: 5.75 G or PS and 1 E

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (101 pages): \$59 \$49

### DEPOSITION TECHNIQUES: *Strategies • Tactics • Techniques featuring David B. Markowitz*

Deposition Goals—Ten Important Goals to Accomplish • How to Ask Questions Effectively • What to Ask • Questions and Answers • Dealing with the Problem Witness • When to Stop Asking Questions • Getting it All—Deposition Thoroughness • Style and Demeanor • Defending Depositions.

December 5, 2014

MCLE: 6 G or PS

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$329 per set~~ \$279 per set

# WORKERS' COMPENSATION

## 2012 WORKERS' COMPENSATION UPDATE

The Pre-existing and Current Condition of Combined Conditions • Appellate Update • Things a Workers' Compensation Lawyer Should Know About PI Cases • News from the Board • What's Age Got to Do with It? • Se Habla Espanol? Representing Non-English Speakers in Workers' Comp Cases • Penalties, Attorney Fees, Sanctions, and Costs.

September 28, 2012

MCLE: 5.25 G and .75 AJ

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (93 pages): ~~\$59~~ \$49

## 2013 WORKERS' COMPENSATION UPDATE

All That Glitters Is Not Gold • Appellate Update • What's New on the Legislative and Administrative Front? • Collateral Benefits: the Good, the Bad, and the Ugly • How to Win at Hearing – Advice from the ALJs • A Compensability Compass: Finding Your Way Through the Course and Scope Quagmire.

September 27, 2013

MCLE: 6.25 G

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (102 pages): ~~\$59~~ \$49

## 2014 WORKERS' COMPENSATION UPDATE

"The Time Has Come Today" Statutes of Limitations for Claims and Hearings • Appellate Update • Safe Practices in a World of Hurt: Legal Ethics for Workers' Compensation Lawyers • Non-Complying Employer Cases Worth Litigating by Both Sides • Combined Condition Claims – Here We Go Again • "As Time Goes By".

September 26, 2014

MCLE: 5.5 G and 1 E

CDs/Book: ~~\$209 per set~~ \$169 per set

DVDs/Book: ~~\$309 per set~~ \$259 per set

Book only (108 pages): ~~\$59~~ \$49



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