

# Presentation and Public-Speaking Skills for Lawyers

## *How to Become a Brilliant Speaker - Whatever Your Doubts*

by

Mr. Christopher Southam,  
Author, Trainer, Lawyer,  
Former University Lecturer



Christopher was a partner in a law firm in London for many years. He has presented at many legal seminars in London and elsewhere on many topics including:



- Drafting commercial documents,
- Presentation, public speaking and advocacy skills,
- Marketing for lawyers,
- Career advancement through networking; and
- Management skills for lawyers.

He is also an experienced management trainer in both hard and soft skills. Christopher is a published author (on drafting employment contracts), former university lecturer and experienced trainer. He was recently retained to re-draft the corporate precedents of an international law firm in Hong Kong.

More than any other profession, lawyers need highly sophisticated communication skills. And the public expects them to be excellent at presentation and public speaking. Which, we know, is often far from the truth. Many lawyers believe themselves to be hopeless at it and will shy away from any opportunity to speak in public - whether it is in a team meeting, a client interview or, horror of horrors, when facing an audience of clients or, worse still, other lawyers.

But there is no reason why this should be so. You have to be smart to become a lawyer. Being smart includes understanding that your lack of confidence in public speaking is a self-limiting belief, and that such beliefs can be changed.

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There are ways of banishing self-doubt and nervousness; there are skills which can be easily acquired to turn you into a formidable and sought-after speaker. These skills can turn you into an impressive rainmaker, the 'go-to' lawyer in your field. They can help you enormously in your career: a confident and skilled presenter soon gets noticed within the company or firm and it is undoubtedly true that the meek do not inherit the earth.

So, forget your nervousness, don't doubt that you can do it. And, even if you are a seasoned speaker, there are always new tricks for an old dog to learn.

Come and learn the essential tips, skills and tactics to transform yourself into a brilliant speaker.

### The course will cover the followings:

- What's So Special About Lawyers?
- Planning to Present
- Put Your Audience First
- Researching Your Audience
- Focusing Your Message
- Presenting and Selling
- Planning the Structure
- The Three High-Level Elements:
  1. Introduction
  2. The Main Body
  3. The Conclusion

Scan to Calendar



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|--------|--|--------------------|--|
| Code:  | <b>EVT000000099</b>  | Level:             | <b>Standard</b>  |
| Date:  | <b>25 November 2015 (Wednesday)<br/>(Amended)</b>  | Language:          | <b>English</b>   |
| Time:  | <b>09:30 - 12:45</b><br>(Reception starts at 09:00)  | Accreditation(s):  | <b>LSHK 1.5 CPD Point</b><br>(LSHK Allocated Number: 20153344) |
| Venue: | <b>Kornerstone Institute</b><br>15/F, Hip Shing Hong Centre<br>55 Des Voeux Road Central<br>Central, Hong Kong | Request for Rerun: | <b>Please Contact Us<br/>for Details</b>                       |



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