Capture the Courtroom

Influence your audience with key body language techniques

Also: Find out about the FTC’s first report on the collection industry’s debt buying sector; the new bankruptcy court claims transfer fee; and more!
Contents

Features

8
The Art of Persuasion in Written and Oral Advocacy, Part Two
Find out how eye contact, body language and other elements can help influence your audience.
By William H. Thrush, Jr., Weinstock, Friedman & Friedman, P.A.

12
Getting The Word Out To A Wider Audience
Get an inside look at how the CLLA has changed its marketing methods.
By Erin Brereton, CLLA Marketing & Communications Director

16
Fifth Circuit Expands Forward Contract Preference Defense
Utilizing the Bankruptcy Code in cases involving defending preferences in bankruptcy

Industry Information
6 Legal News Round-Up
Find out the latest legislative news from Washington!

24 Ethics and Professionalism
In this issue’s ethics column, Robert Bernstein discusses contingent fees.

25 Tales From The Front
Our faithful columnist’s recent interaction with another attorney serves as a reminder that there’s no substitute for personally reading a document.

League Views:
2 The President’s Page
Read a slightly abbreviated version of new CLLA president Jeffrey Schatzman’s 2013 Chicago Convention speech.

26 Viewpoint
Executive Vice President Tony Hilvers shares some of the upcoming changes that will enhance and add to traditional CLLA membership benefits.

28 CLLA Flashback
Memories of a past Law List CLLA luncheon, captured in a League archive photograph.

Member News:
23 Newly Admitted Members
Find out who joined the CLLA in January, February, March, April and May.

21 Members News
The latest news from CLLA members around the globe.