



PROGRAM ANNOUNCEMENT

The Advocacy Institute Is Pleased to Present

POINT MADE: HOW TO WRITE LIKE THE NATION'S TOP ADVOCATES

January 10, 2019

1:15 p.m. – 4:15 p.m.

N.J. Forensic Science & Technology Center

1200 Negron Drive

Hamilton, New Jersey

NOTICE REGARDING COURSE MATERIALS

You will receive the course materials on the day of the program.

Program Summary

In three hours, students will go on a fast-paced tour of the best practices in advocacy writing. After reviewing more than 500 motions and briefs from the most renowned advocates, Ross Guberman has identified specific techniques for everything from the first line of the introduction to the final sentence of the argument section. Examples come from dozens of advocates, trial and appellate filings, and specialties ranging from intellectual property to torts and criminal law.

Who Should Attend?

This program is only open to Deputy Attorneys General and Assistant Attorneys General within the Department of Law and Public Safety. If you are not a DAG or an AAG within the Department of Law and Public Safety, please do not attempt to register for this program.

Who Is the Faculty?

Ross Guberman is the president of Legal Writing Pro LLC, a training and consulting firm. He has conducted close to two thousand programs on three continents for prominent law firms, judges, courts and government attorneys and dozens of agencies, corporations, and associations. His workshops are among the highest rated in the world of professional legal education. Ross holds degrees from Yale, the Sorbonne, and the University of Chicago Law School.

Ross is the author of *Point Made: How to Write Like the Nation's Top Advocates* and *Point Taken: How to Write Like the World's Greatest Judges*. He has also coauthored *Deal Struck: The World's Best Drafting Tips* with Gary Karl. An active member of the bar and a former attorney at a top firm, Ross has also worked as a translator, professional musician, and award-winning journalist.

Ross often comments on business, law, writing, training, and lawyer development. He has addressed several major international conferences, including ATD, NALP, PDC, PDI, and ACLEA. He has also been invited to speak at major legal conferences, including the Appellate Judges Education Institute, the ABA's Corporate Counsel Summit, and IADC. He has presented at several judicial conferences as well. In 2016, Ross received the Legal Writing Institute's Golden Pen award for making "an extraordinary contribution to the cause of good legal writing."

CLE Credit

NJ CLE Credit: This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 3.3 hours of total CLE credit. Of these, 0.0 qualify as hours of credit for ethics/professionalism.

NY CLE Credit: 3.0 Substantive Credits (pursuant to the approved jurisdiction policy).

PA CLE Credit: 2.5 Substantive Credits (\$4.50 mandatory registration fee required).

How Do I Register?

State Employees

Most State employees are able to register for this course by going to <http://reg2.dcj.lps.state.nj.us/lpcreg/login.aspx?portalid=2> and creating an AGAI Course Registration account. To do so, your computer **must** be attached to the government's Garden State Network. Upon opening the AGAI Course Registration System home page, you will see the Create Account link in the Login Box. Click on it and create your account, which will include you selecting a user name and password. Once you create your account, you can access the AGAI Course Registration System at <http://reg2.dcj.lps.state.nj.us/lpcreg/login.aspx?portalid=2> to register for future courses or to manage your account. Please retain your user name and password for your records.