

Speaking Outside the Courtroom

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Public Speaking for Lawyers

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*For Patricia, Claire, Max, Marykate
and Benjamin Maxwell.
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Introduction

You, like the majority of lawyers, will spend a surprisingly small amount of your time in the courtroom. It is more likely that most of your public speaking opportunities will be in non-litigation situations, speaking before governmental bodies, civic and other lay groups, bar organizations, clients and potential clients, the press, and others.

Unfortunately, advocacy training, effective in preparing you for the courtroom, does not provide you with skills needed for public speaking. This is the principal reason why so many lawyers who are virtuosos in the courtroom are inadequate public speakers.

Learning and mastering these skills will be essential to your success as a lawyer. As a skilled public speaker you will be better equipped to represent your clients outside the courtroom. You will be a valued member of your firm, because public speaking events offer excellent opportunities to increase your “visibility” and, therefore, attract clients.

This textbook will guide you in developing and mastering the skills that you’ll rely on as a lawyer when engaged in public speaking situations outside the courtroom. Part One walks you through the steps for planning and crafting a speech. In Part Two you’ll learn the delivery techniques that will ensure that you get your message across to the audience with style and power. Part Three describes the variety of speeches that you will present to lay and legally trained audiences.

Public speaking is something only learned by doing. Reading this book is only the first step in your journey to become an excellent public speaker. Practice using the techniques and advice offered here. Take every opportunity that you can to speak to audiences. The more you speak, the better you’ll become.

