



# Law Society of Saskatchewan Continuing Professional Development



AM Session - 3.0 Hours

PM Session - 3.0 Hours  
all of which qualify  
as Ethics

*Lawyers in over 40 states and 4 provinces have given Marty Latz a thumbs up – way up!*

## Negotiation Strategies & Negotiation Ethics for Lawyers



Marty Latz, Esq.  
Adjunct Professor –  
Negotiation 1995 - 2005  
Arizona State Univ. Law

Martin Latz is one of the world's leading experts and instructors on negotiation techniques. Since 1995, he has taught over 100,000 lawyers and business professionals how to more effectively negotiate and his programs have consistently received the highest praise. A Harvard Law honors graduate, Marty will help make you a better negotiator.

Marty is the author of *Gain the Edge! Negotiating to Get What You Want* and has appeared as a negotiation expert on CBS' *The Early Show* and such national business shows as CNN's *Your Money* and Fox Business. He also writes a monthly negotiation column.

For more on Latz and to check out his negotiation columns, visit [www.NegotiationInstitute.com](http://www.NegotiationInstitute.com).

### AM Session

#### Gain The Edge!© Negotiation Strategies for Lawyers

You negotiate every day. In fact, your ability to effectively negotiate may be the most critical skill you possess. Yet most negotiate instinctively or intuitively. This seminar will help you approach negotiations with a strategic mindset.

And make no mistake – no matter how much you've negotiated, you can still learn. Adding that one new tactic may be the difference between winning and walking away empty-handed.

#### Participants will learn

- Latz's 5 Golden Rules of Negotiation
- Strategies to get past “No” – if all appears lost
- Ways to gain leverage when seemingly powerless
- Deadline and timing tips – manage them to gain the edge
- When to hold – and when to fold

### Saskatoon

Wednesday, April 19, 2017  
Hilton Garden Inn

9:30 am - 4:30 pm

### Regina

Thursday, April 20, 2017  
Travelodge

9:30 am - 4:30 pm

### Registration

Morning: 9:00 am | Afternoon: 12:30 pm

### PM Session

#### Negotiation Ethics: Winning Without Selling Your Soul

Marty will be joined by a panel of local negotiation experts who will offer their opinions on a series of ethically challenging negotiation scenarios, which will also be presented to attendees.

#### Panel in Saskatoon

Michelle Oullette, Q.C., McKercher, LLP  
Shaunt Parthey, Q.C., MLT Aikins  
Evert Van Olst, Q.C., Saskatoon Health Region

#### Panel in Regina

Paul Korpan, Q.C., Kanuka Thuringer, LLP  
Tim Huber, Law Society of Saskatchewan  
Katrina Swan, City of Regina

#### Participants will learn

- How to ethically and effectively avoid answering certain questions and how to share strategic information in high-stakes legal negotiations;
- What type of information lawyers must ethically and legally share in various legal negotiation environments;
- Where lying and/or “bluffing” crosses the legal line;
- What constitutes puffery – and what does not;
- How to skillfully and ethically play their leverage cards; and
- Latz's Eight Golden Rules of Negotiation Ethics.

#### About Latz's seminars and writings

*“Marty Latz is one of the most accomplished and persuasive negotiators I know. In [his book] Gain the Edge! you will see why.”*

George Stephanopoulos, Anchor, ABC News This Week with George Stephanopoulos

*“Best CLE program I've attended in 25 years! Very practical & insightful. Well organized & well presented. Loved it!!!”*

Amy Greaves Williams, Doherty & Doherty LLP, Houston, TX

*“[P]resentation was informative, practical and helpful. Most of all; however, it was thoroughly entertaining and your presentation skills show your passion and wisdom on this topic.”*

Rana Muwais, Liddell Law Office, Edmonton, Alberta

## Agenda

|   |
|---|
| <b>9:00 AM Registration</b>                                       |
| <b>9:30</b> Gain The Edge!© Negotiation Strategies for Lawyers    |
| <b>11:00</b> Refreshment and Networking Break                     |
| <b>11:15</b> Gain The Edge!© Negotiation Strategies for Lawyers   |
| <b>12:30 PM Registration</b>                                      |
| <b>12:45</b> Lunch Break  |
| <b>1:30</b> Negotiation Ethics: Winning Without Selling Your Soul |
| <b>3:00</b> Refreshment and Networking Break                      |
| <b>3:15</b> Negotiation Ethics: Winning Without Selling Your Soul |
| <b>4:45</b> Adjournment   |

## General Information

In the unlikely event that the Law Society of Saskatchewan is forced to modify its program schedule, registrants will be notified. We reserve the right to change speakers and/or revise content if necessary.

Please attend the registration table at the seminar. Any course materials will be given to you then. If, for any reason, the Law Society of Saskatchewan is unable to accept your registration, you will be notified prior to the seminar.

Confirmation of registration is not provided as we prefer not to have to pass on the added expense to our registrants.

**Note: Invoices and receipts will not be provided unless requested. This Registration Form is your invoice. Your cancelled cheque is your receipt.**

## Cancellation Policy

Notification of cancellation must be in writing and received by 4:00 p.m. two (2) days prior to the Seminar resulting in a \$20.00 (plus GST) cancellation fee. **Non-compliance** will result in forfeiture of the entire registration fee. **Non-attendance** does not constitute cancellation. Upon receipt of a written request, consideration will be given for non-attendance caused by illness or weather conditions.

## Registration Form

Negotiation Strategies & Negotiation Ethics for Lawyers (CPD-159)

Please register me for:  Morning Only  Afternoon Only  Full-Day

**Saskatoon** Wednesday April 19, 2017  
Hilton Garden Inn Saskatoon  
90-22nd St East

**Regina** Thursday April 20, 2017  
Travelodge Regina  
4177 Albert Street South

**Registrations will only be accepted until 4:00 pm two (2) days prior to the seminar. Space is limited so register early.**

Registration includes course materials, lunch, and refreshments.

NAME

FIRM

PHONE

FAX

EMAIL

### Registration Fees

|  | Full Day | Half Day |
|--|----------|----------|
| <input type="checkbox"/> Law Society Member (Active)   | \$425.00 | \$300.00 |
| <input type="checkbox"/> Law Society Member (Inactive) | \$215.00 | \$155.00 |
| <input type="checkbox"/> Articling/Law Student         | \$215.00 | \$155.00 |
| <input type="checkbox"/> Legal Support Staff           | \$425.00 | \$300.00 |
| <input type="checkbox"/> Non-Member Lawyers            | \$510.00 | \$390.00 |
| <input type="checkbox"/> Other Professions             | \$510.00 | \$390.00 |
| Subtotal   |          |          |
| Plus GST (5%)  |          |          |
| GST Registration No. 107604381 Total Amount            |          |          |

### Make cheques payable to:

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Regina, SK S4P 0R7  
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Ph: 306-569-8242 Fax: 306-352-2989

Visa/Mastercard Number: \_\_\_\_\_

Expiry: \_\_\_\_\_

Signature: \_\_\_\_\_