



LITIGATION SECTION

2019 SUMMER CONFERENCE

PUSHING BUTTONS
Using the Bad Character of
Others to Your Advantage

JUNE 14-16, 2019
Grand Hotel
Mackinac Island

Grand Reception • Seminar
Council Meeting

About The Program: PUSHING BUTTONS—Using the Bad Character of Others to Your Advantage

Opposing counsel was overly pleasant and “fair minded.” He was even helpful. But, I recognized his pattern – it was identifiable. Soon his generosity was replaced by bitterness and accusation – his demeanor was predictable. Co-counsel advised that we should be nice to him. Not a chance. I knew where his buttons were and I intended to push them – his actions were reversible. By the time he stood to deliver his closing, he was, in a word, rude – rude to our client, rude to us and rude to the jury. The verdict came back in our favor on all eight counts. We had tried a good case and his rudeness was not the only factor in the decision, but it was A factor and he was rude because I pushed him there.

Narcissistic patterns play out every day with opposing counsel, co-counsel, clients, witnesses, judges, subordinates and superiors. Narcissists (actual, identifiable people suffering from narcissistic personality disorder) make up 9% of the population. Their ranks in the legal profession might well be higher.

Without understanding the narcissist, you risk having your “straight-forward” case last years, costing tens or hundreds of thousands of dollars, draining your energy, destroying your client’s confidence in you, and increasing your exposure to challenges about your handling of the case, perhaps even leading to legal malpractice.

Lisa Marcy and Tina Weber are tested and successful trial lawyers. They offer questions to pose at every phase of a client interview, deposition, negotiation, mediation, or trial to expose the narcissist. Then they deliver proven techniques to disrupt the narcissist’s predictable behavior and to turn it to your advantage.

- identify the narcissist — who may be closer than you think.
- defend your client (and yourself) from their destructive behavior.
- maintain zealous advocacy for a narcissistic client.
- depose, mediate, arbitrate and try your case, while deflating the effect of these dangerous people.
- recognize and work successfully with narcissistic co-counsel.

Agenda

Friday, June 14

6-7 p.m. UMLI/BLF Grand Reception Networking Event

Friday night would not be complete without a grand reception on the Grand Hotel's historic front porch. Join us for as we mingle to network and watch the sunset with dramatic views of the Mackinac bridge.

Saturday, June 15

1-6 p.m. Seminar

Sunday, June 16

8:30-10 a.m. Council Meeting (with breakfast)

Cost: Seminar—Litigation Section Members-\$175; Seminar—Other Registrants-\$200; UMLI/BLF Grand Reception Networking Event-Adults \$40, Children 12 and under \$18 (Tickets to the UMLI/BLF Networking Grand Reception Networking event will be distributed on-site.)

Register online at:

<https://www.eiseverywhere.com/lit061419>

Questions: Contact R.J. Cronkhite at (248) 351-7017 or rcronkhite@maddinhauser.com or Fatima Bolyea at (248) 457-9200 or fbolyea@manteselaw.com for additional information about this event.

Hotel Accommodations: Please see the form on the next page to make your hotel reservations and return it to the Grand Hotel by May 14, 2019 to reserve your room.

Our Seminar Speakers



Lisa A. Marcy is a managing partner of Clyde Snow & Sessions, in their Connecticut and Utah offices. She practices commercial litigation, insurance defense, and labor & employment law.

Lisa serves as Co-Director and Faculty of the National Institute for Trial Advocacy's Gulf Coast Regional Trial and Deposition Programs and as faculty on NITA's National Programs. She has served as Leader and faculty for many ABA trial training programs.

Lisa was listed by Utah Business Magazine as one of Utah's 30 Women to Watch and as one of Utah's Legal Elite in both civil litigation and employment & labor. She was nominated for the Salt Lake Tribune's "Utahn of the Year".

Lisa has more than two decades of varied litigation and regulatory practice. She has pioneered innovative methods for teaching and motivating professionals to be successful in the courtroom and the boardroom, in hearings with law partners, legal adversaries and clients. She brings her wide and varied practice to bear in her professional presentations and seminars.

Dress Code

Every evening at Grand Hotel is a special occasion! After 6:30 p.m., guests are required to wear their finest: dress slacks and suit coat worn with a tie, or a skirt and blouse, dress, or pantsuit. This applies for all areas inside the hotel with the exception of the Cupola Bar where resort casual dress is always acceptable. During the day resort casual or business clothing is appropriate; no jeans. Children 12 years and older are expected to follow the same dress code as adults.

Ferry to the Island

Shepler's Ferry is offering a discounted rate of \$19 for adults and \$10 for children 5–12 (under 5 free) for UMLI attendees. To receive the discount, identify yourself with the State Bar of Michigan at the ticket window or purchase your tickets online at www.sheplersferry.com using the code STATEBAR19 for both adult and child discounts. Parking is \$5 per night offsite (with free shuttle service) or \$25 per night onsite at the dock. They no longer offer valet parking. Mackinaw City Dock: 556 E Central Ave, Mackinaw City, MI 49701; St. Ignace Dock: 601 N State St, St. Ignace, MI 49781. Ferry schedule: <https://www.sheplersferry.com/schedule/>

Star Line Ferry is also offering a discounted rate of \$19 for adults and \$10 for children ages 5–12 (under 5 free) for UMLI attendees. To receive the discount, identify yourself with the State Bar of Michigan at the ticket window or purchase your tickets online at www.mackinacferry.com using the code SBM19. Valet parking is available. Parking prices for the 2019 season have not yet been set. Mackinaw City Dock: 801 S Huron St, Mackinaw City, MI 4970; St. Ignace Dock: 587 N State St, St. Ignace, MI 49781. Ferry schedule: <https://www.mackinacferry.com/schedules/>

Lisa is a cum laude graduate of Hamilton College in New York, received her law degree from the University of Utah School of Law and began her legal career in Paris, France. She is licensed in New York and Utah.



Tina M. Weber is a trial attorney in solo practice in Exton, Pennsylvania. Her practice involves general civil and criminal litigation matters including personal injury, family law, Social Security Disability claims, Social Security Retirement claims, criminal matters,

contracts, estates and real estate issues. Experienced in complicated legal issues such as defending mothers accused of Munchausen Syndrome by Proxy; active in the representation of victims of clergy abuse including providing testimony before the Codes Committee of the NY State Assembly and assisting in the prosecution of pedophiles in NY, PA and Massachusetts.

Tina is a magna cum laude graduate of the State University of New York at Brockport and received her JD from Delaware Law School of Widener University.

State Bar of Michigan – Litigation Section

ARRIVE: Thursday, June 13, 2019 DEPART: Sunday, June 16, 2019

ACCOMMODATIONS MAY BE AVAILABLE PRIOR TO AND FOLLOWING THE ABOVE DATES

Return this form by: **TUESDAY, MAY 14, 2019**

To: Reservations Department
Grand Hotel
PO Box 286
Mackinac Island, Michigan 49757
Telephone: (906) 847-3331
Fax: (906) 847-0945
Email: groupforms@grandhotel.com



Name _____
(please print or type)

Address _____

City _____ State _____ Zip Code _____ Cell Phone (____) _____

Business Telephone (____) _____ E-mail _____

Grand Hotel offers a variety of room types for conference attendees. Guests sometimes ask to arrive earlier or remain later than the conference's official dates. We welcome your request for a specific room, room type, or room dates either prior to or following the conference. While your request will receive careful attention, please understand that it cannot be guaranteed.

ARRIVAL DATE: _____ **DEPARTURE DATE:** _____

PLEASE RESERVE THE FOLLOWING ACCOMMODATIONS:

Rates are inclusive of tax, assessment and added charge*

\$514.95 daily, based on single occupancy. Indicate guest name to be assigned this rate (Primary Guest) _____

\$116.15 daily, for second person sharing room. Indicate guest name to be assigned this rate _____

Grand Hotel operates on the **Full American Plan**. This means that your daily rate *includes* breakfast, lunch at our Grand Luncheon Buffet and dinner.

RESERVATIONS FOR ADDITIONAL PERSONS

4 years of age and under, no charge, except for luggage charge 10 through 17 years of age, \$83.89 daily, per person inclusive*

5 through 9 years of age, no charge, except for luggage charge 18 years of age and over, \$192.30 daily, per person inclusive*

For an adult staying in a guest room with one or more children, the adult will pay the single convention rate, the children will be at the appropriate children's rates listed above. For any children staying in a guest room without an adult, the oldest child will be charged the single convention rate and the remaining children will be at the additional persons rates listed above.

THE RATE UTILIZED FOR YOUR MEETING IS A FLAT, RUN-OF-THE-HOUSE PLAN, MEANING GUEST ROOMS WILL BE RESERVED IN PRIORITY ORDER ACCORDING TO DATE RESERVATION FORM IS RECEIVED BY GRAND HOTEL.

NO TIPPING: Tipping to any employee anywhere within Grand Hotel is not required, expected or permitted. There is tipping at the following offsite restaurant locations: The Jockey Club at the Grand Stand, Woods, The Gate House, the Pool Grill, Sushi Grand and Fort Mackinac Tea Room.

***NOTE:** Above room rates are inclusive of Michigan 6% Sales Tax, a 19.5% added charge and a 2% Mackinac Island Assessment charge. NOT included in the rates is a one-time charge of \$8.50 per person for transfer of luggage from the dock to the Hotel and return. Taxi transportation to and from the boat docks and the Hotel is also not included in the daily rate.

The block of rooms being held for this meeting is based on estimated attendance. Please make your reservation as promptly as possible. Requests received after the block is filled will be contacted and given an option of being placed on a waitlist. The waitlist is not a guarantee of a room. All rooms in the block, which have not been reserved 30 days in advance of the meeting, will be released for other guests. Individual group reservations are subject to a 10-day cancellation policy. Reservation deposits will be refunded if cancelled 10 or more days prior to arrival, less a \$50.00 processing fee. Reservations cancelled less than 10 days prior will forfeit the room deposit.

Once a guest confirms a departure date upon check-in, should check-out occur earlier than agreed, there will be a \$425.00 charge.

DEPOSIT POLICY: A deposit of either one night's stay or the full stays room charge must accompany this form in order to hold your room. Deposit amounts will include ALL guests staying in the room AND \$8.50 per person baggage fees.

METHOD OF DEPOSIT: Please select method of payment.

Please charge one full night rate to my credit card

Please charge my full stay to my credit card

CREDIT CARD NUMBER: _____ EXPIRATION DATE: _____

SIGNATURE: _____ (Not valid without signature)

Grand Hotel accepts VISA, MasterCard, Discover, American Express, traveler's checks, personal checks, and cash payments for bills.

CHECK-IN TIME: After 4:00 p.m.

CHECK-OUT TIME: Before 11:00 a.m.

Visit our Web site at <http://www.grandhotel.com>

Your hotel confirmation will be arriving to you via e-mail. Please check your confirmation to make sure it is correct and print it for your records. Please contact us with any questions or changes.

In accordance with Michigan Law, all Grand Hotel guests rooms, meeting rooms, restaurants and bars are non-smoking

Program Agenda

Mirror, mirror, on the wall

- the psychological and real-world definition of narcissism
- what narcissists think
- 6 ways to spot a narcissist

“A Civil Action” — Narcissism outside the courtroom

- the narcissistic lawyer
- the narcissistic client
- the ethical dangers each will deliver to your doorstep

“Liar, Liar!” Seduction in the courtroom

Depositions

- anticipating the tricks of the narcissistic opponent
- stepping around the traps of the narcissistic witness—lay & expert
- more chances for ethical trauma

Trial

- adapting proven trial techniques to deter the tricks of the narcissistic opponent at each step of the trial process
- objecting to objections: abusive behavior in court

“Neutralizing the Narcissist” -Negotiation/Mediation

- recognizing subtle manipulation
- leveraging the power of their belief in your inferiority

“The Good Wife” - Narcissism in the workplace

- neutralizing a narcissistic superior or equal
- the special nightmare of the narcissistic subordinate
- the last prong of the ethical trident

“They Aren’t All Bad” - What We Can Take From Them

- Recognizing our own value to clients and to the profession

“... But He’s Got a Killer Personality” - Your Neighborhood Serial Killer Narcissists

- by applying the 9 traits to some well known narcissists, we learn to apply them to those close to us

Adjourn

