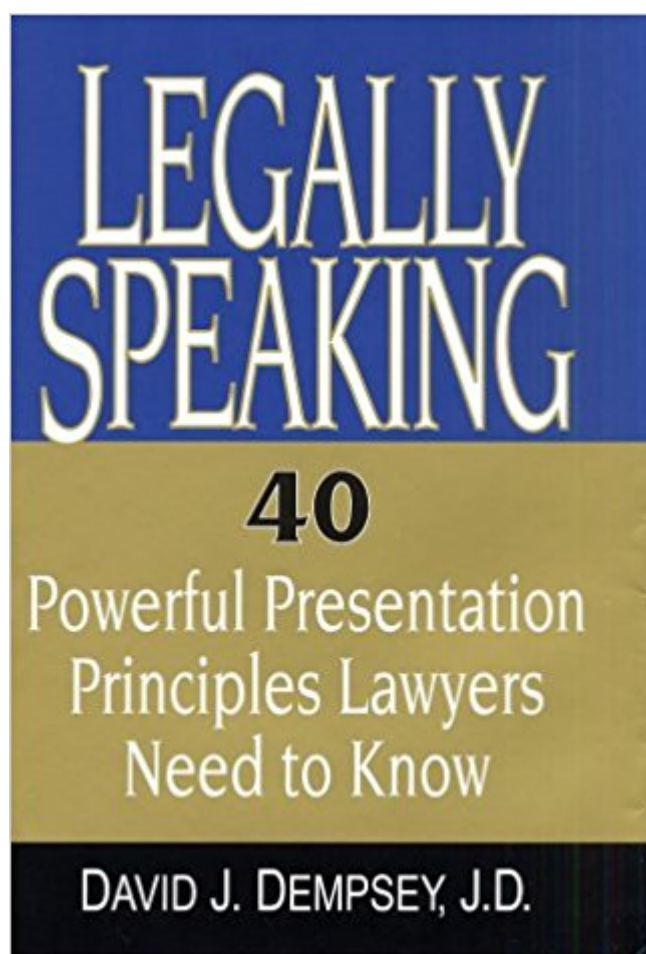


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# Legally Speaking: 40 Powerful Presentation Principles Lawyers Need To Know



## Synopsis

Legally Speaking arms attorneys with techniques that will improve any presentation--in the courtroom, the boardroom, or the convention hall. Legally Speaking illustrates how to --master stage fright --analyze audience members and adapt a presentation to reach them --write a powerful presentation --utilize pauses, gestures, vocal power, and eye contact to maximize the impact of any message --intensify the power of a presentation with effective visual aids --capitalize on stories and quotations to make points memorable A comprehensive guidebook, Legally Speaking provides an extensive bibliography of books, Web sites, and other sources of material essential to an effective presentation. All the critical steps to building and delivering a dynamic presentation are shared through Dempsey's personal anecdotes and engaging style. Dempsey's straightforward blend of expert advice and real-world stories offers busy attorneys proven ways to increase their effectiveness in front of every audience.

## Book Information

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## Customer Reviews

"I highly recommend it to anyone seeking to improve their skills as a communicator, a leader, and a lawyer." -- Senator Bob Dole"Legally Speaking is packed with important...principles and resources [that] should be used in all legal arenas." -- Governor Carl E. Sanders"[Dempsey]has delivered his substantive message in a way that makes me eager to see the next page." -- Roger K. Quillen, Esq.

David J. Dempsey is a practicing trial attorney with the Atlanta, Georgia, law firm of Coleman & Dempsey, LLP. In the last twenty-five years, Dempsey has distinguished himself as an

award-winning speaker, having won the Toastmasters International Speech Contest for the State of Georgia in 1987 and 2000. He also serves as an adjunct professor of public speaking at Oglethorpe University, Atlanta, Georgia, where he has taught beginning and advanced public speaking for sixteen years, helping hundreds of students and business leaders enhance their speaking skills, increase their confidence, and create more persuasive speeches. He is also a presentation skills trainer who has worked with many Fortune 500 companies training, consulting, and conducting seminars on the art of powerful communication.

The only thing I don't like about "Legally Speaking: 40 Powerful Presentation Principles Lawyers Need to Know" is that I didn't write it. I count it among the top five reference books I own. Don't be fooled by the title: this book isn't just for lawyers - it's for anyone who wants to be a better presenter. It is tightly written, yet packed with helpful tips on everything from how to organize a speech, to how to master a Q&A session, to how to gesture with conviction, to how to use your voice and everything in between. Whether you're preparing your first speech or about to deliver the one that can change your life, this book will help ensure you do it right. The format is perfect for quick reference.

Dempsey effectively uses bullets, short sentences, summaries and a killer index to help you find exactly what you need, especially if you're in a hurry. My copy is already dog-eared and I've been speaking professionally for years! As an added bonus, Dempsey is a terrific storyteller and isn't shy about exposing the mistakes he has made along the way to becoming a great speaker. I've had the opportunity to hear him speak, so I know he practices what he preaches. There's a lot to learn from this author!

Where was this book when I was in law school? This is an exceptional overview of not only the tools but also the techniques attorneys so desperately need to communicate clearly. Dempsey not only tells you what you need to know to communicate concisely and with clarity (something far too few attorneys do) but he gives you practical advice you can immediately implement to enhance your speaking skills, regardless of the amount of speaking you do, or where you do it. The writing is engaging, entertaining and highly informative. There are hundreds of ideas and examples for every attorney. This should be required reading in for every law student and lawyer regardless of how often they speak-we need to do a better job and this book shows us how. This is the essential guide, written by an attorney for attorneys. Buy it now!

Legally Speaking is a book that is almost too good to be true. Its information for masterful

presentations provides breadth, depth, and enormous practical application. What's more, it is easy to read. The book is an excellent resource for anyone who needs to be a more effective communicator. David Dempsey has done an excellent job of laying out his outline in the contents. It is very easy to quickly turn to the information that is most needed in a given moment. Time after time, we hear popular voices, celebrity voices, and our own voices saying that speaking is an unresolved fear. David Dempsey provides such useful, detailed information and sincere encouragement through his anecdotes that readers will be looking forward to their next opportunity to speak. This book isn't an expense; it's an invaluable investment.

In *Legally Speaking*, Mr. Dempsey has created an invaluable guide for lawyers, and I suspect non-lawyers, who need to make presentations to small or large groups. His observations about the art of persuasion are both amusing and insightful. As Dempsey makes clear, talking is not the same as presenting. His focus on "making your case" gets right to the heart of what lawyers do for their clients. Dempsey really wants you to win your audience over and tells you quite clearly how to achieve that goal. Dempsey's comprehensive approach (40 principles!), covers every aspect of lawyers' presentation skills, but still leaves you with one unanswered question: "Can you do a book for non-lawyers?"

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