

**MAIL IN REGISTRATION:**

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**ONLINE REGISTRATION:**

[www.crxjemconsult.com/CLE.html](http://www.crxjemconsult.com/CLE.html)

**Virtual Negotiations CLE**

December 23, 2021

\$200.00

Distance Learning Live Webcast

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email: \_\_\_\_\_

Supreme Court #: \_\_\_\_\_

TOTAL AMOUNT: \$ \_\_\_\_\_

Credit Card Information:

ALL MAJOR CREDIT CARDS ACCEPTED THRU PAYPAL

\*Please check one of the following boxes:



US Postal Money Order

Enclosed Business Check

In person CASH ONLY

DISTANCE LEARNING uses WEBEX

To webcast a LIVE update CLE

*Come and experience the CRXJEM difference!*

**Accepted Payment Methods:**

*All major credit cards accepted thru PayPal, Business Check, Cash*

**Please Note:**

SEE our "The December 2021 CLE Compliance Catalogue" for more details along with Other distance and live courses.

Live webinars CLE credit maybe carry over in 2020 and 2021, see PA CLE policies, making them more valuable than taped or recorded CLEs. This is a skills based course.

For outside PA CLE credits, please ask for the multi state credit forms for the various jurisdictions. Note PA uses 60 mins as 1 credit hour.

# Virtual Negotiations Part 1

We know YOUR time is valuable.



**Distance Learning Live Webcast**

**December 23, 2021  
8:00 to 10:00 AM EST**

Content Provider: CRXJEM

Online Registration at:  
[www.crxjemconsult.com/CLE.html](http://www.crxjemconsult.com/CLE.html)

This program has been approved by the Pennsylvania Continuing Legal Education Board for 0.5 hours of ethics and 1.5 CLE Credit



CRXJEM Consulting is a PA Accredited & Independent CLE provider #9283

Courses listed at [www.pacle.org](http://www.pacle.org)



## By attending you will:

- ◆ What are virtual negotiations
- ◆ How virtual negotiations differ from past in person negotiations.
- ◆ How COVID19 has impacted virtual negotiations
- ◆ How leading lawyers are handling virtual negotiations
- ◆ Specific tactics for gender issues in virtual negotiations
- ◆ International points
- ◆ This is the BASIC course prior to intermediate and advanced courses that YOU must take to do the intermediate and advance courses.
- ◆ Two negotiations examples used—one corporate [small company negotiating with large company] and criminal law [Juvenile in Cyber crime] with decision points and negotiation points in work book format.

## COURSE Developers & COURSE Presenters

### Dr Lester Wills, PhD

SME in virtual negotiations with both domestic and international experience in negotiations, assistant professor at CTU and international team leader at CRXJEM's international consulting department WILL personally present this material via WebEX allowing for live interactions and Q & A afterwards. He has taught Bridge the Gap, Rule 7 & Marketing, Rule 5 & Supervision, Client Skills Relations, Diversity, and Rule 7.4 Specialization. *This course is limited in attendance.*

ENTREPRENEUR, Consultant, Presenter **Christopher Rabzak**, JD, MBA, BS Aerospace Engineering, President of CRXJEM Consulting LLC, a management consulting firm. He earned his J.D. and M.B.A. from Widener University, and his B.S. from Penn State. He has worked for NASA, Boeing, AMP, Tyco, and the government. He consults on strategy, marketing, and operations for businesses including the legal sector, from solo to mid size law firms. He has researched, developed, and presented PA CLE courses in various areas related to Rules of Professional Responsibility as well as techni-

## FEATURES

- ◇ Interactive session with questions and answers, discussions utilizing real world examples.
- ◇ Formally prepared professional education seminar materials and presentation
- ◇ Paperless PA CLE credit processing immediately through AS-APNEXUS, the PA CLE Board's on-line credit and processing system.
- ◇ Reference materials for use after the course including real world examples
- ◇ Access to exclusive password protected CRXJEM e-learning platform with additional materials — supplied at the seminar.
- ◇ Distance learning via WebEx is easy for lawyers to take.
- ◇ Relevant to current practice of law for clients both domestically and internationally

