



AVE MARIA SCHOOL OF LAW | NAPLES, FLORIDA PROFESSIONAL ACCELERATION WORKSHOP

For 3rd year law students, alumni and experienced professionals.

Saturday, August 22, 2015

9:00am — 5:00pm (Lunch Included)

MODERATED BY ALAN S. GASSMAN, J.D., LL.M.

Please join us for an 8 hour CLE approved interactive workshop that will completely engage all participants in personal goal setting, one-on-one conversations about how to handle practical challenges and obstacles, important strategies for business and personal relationships, and one-on-one client interaction guidelines and techniques that are commonly used by the most successful professionals.

The workshop consists of eight sessions. In the first session, we will talk about goals and all of the things that each of us has to be thankful for. During the second session, we will discuss eliminating frustrations and obstacles.

The third session will be spent reviewing exercises that can be used to solve problems, develop strategies, and enable participants to think out of the box about unique and effective ways to achieve objectives and handle issues that everyone faces.

During the fourth session, we will talk about clients. We will discuss how they think and how we can most effectively attract, serve, and retain them. In the fifth session, we will talk about improving our personal situations and relationships to have appropriate work-life balance and maximizing both our efficiency and overall life enjoyment.

In the sixth session, we will discuss techniques that can be used to implement the objectives that each of us adopt, and we will select 2 professional action items and 2 personal action items and schedule events to take the first steps forward on each of them.

In the seventh session, we will discuss the tools and strategies to develop a great team, and during the final session, we will pull everything together to have solid action steps for the future.

The workshop will be held at Thomas Moore Commons, Ave Maria School of Law
1025 Commons Circle, Naples, Florida 34119

To RSVP and for more information please contact

**Donna Heiser at dheiser@avemarialaw.edu or via phone at 239-687-5405
or Alan Gassman at agassman@gassmanpa.com or via phone at 727-442-1200**

TESTIMONIALS

"I thoroughly enjoyed the workshop presented by Alan Gassman and am looking forward to adopting new routines and habits. I appreciate Alan's time and commitment to sharing his achievements with others. I am looking forward to being part of the 2015 Professional Acceleration Workshop program."

- Linda Chamberlain, Esq.
Linda R. Chamberlain, P.A.
AV Rated, Board Certified Elder Lawyer with Over 30 Years of Experience

"I want to personally thank you again for providing me with the unbelievable opportunity to attend your professional acceleration workshop. I came away from your workshop with renewed excitement in improving my practice. While I had long let go of the notion that doing things the old way was the only way, I found myself mentally making changes in nearly every area of my practice."

There were added bonuses that are intangible and difficult to articulate. I love what I do, but to be able to do it better, more efficiently, add to my bottom line and, all the while, allow me to have more personal time available in a 60-plus hour week, was truly unexpected. Simply implementing half a dozen of the changes I developed throughout the day as a result of your program will not only enhance the bottom line, but make my days innumerable easier."

Thank you so much for giving your time to help other professionals with personal and professional growth."

- Hamden H. Baskin, III, J.D., LL.M. (Taxation)
AV Rated, Estates and Trust Litigation Lawyer with Over 30 Years of Experience
Baskin Fleece Attorneys at Law

"I want to thank you for the warm hospitality and for your inspiring workshop last Sunday. You sparked some great discussions, and for me good introspective questions. I think you energized everyone in the room with a lot of positive energy."

-Phillip B. Rarick, Esquire
20 Year Practitioner
Senior Partner
Rarick & Associates, P.A.

"Alan Gassman's Professional Acceleration Workshop was a fast-paced, information-packed, and highly instructional event. Through interactive discussions of time-tested professional and personal growth strategies ranging from goal setting and problem solving to office efficiency and effective team building, Alan provides a thoughtful and measured approach to becoming a highly effective professional. I left the workshop feeling invigorated and excited to implement the insights into my practice management and continued self-study. The course materials and Alan's compilation of trusted additional resources will be an invaluable resource for years to come. Thank you for the opportunity to participate."

– Christina Rankin, J.D., LL.M.
Trust and Estates Lawyer with Over 10 Years of Experience
Law Offices of Richard D. Green

“I am super charged from the workshop. I have already started to work towards my written goals and my subconscious has me waking up almost 2 hours earlier ready to start my day – one of my goals! It really works. I am very grateful to be a part of this and part of your professional community. All of this came from a New Year’s resolution last year – I was determined to reach out to professionals I admired even if I felt silly. I wrote you an email when you were in the Galapagos with Marcia & you responded! I was amazed. I had no idea how that email would change my life. Thanks for everything you do and all the ways you help me develop professionally and personally.”

-Debbie Faulkner, J.D., LL.M. (Taxation)
The Faulkner Firm, P.A.

“I was fortunate to attend the Law Practice and Professional Development Workshop conducted by Alan Gassman, Esq. in Clearwater, Florida on August 3, 2014. The Workshop covered a wide range of topics from Goal Setting and Gratitude to as practical a topic as law office logistics. Alan’s approach was intimate, self-revelatory and highly instructive. I have been practicing law for 20 years and have never attended a program as broad ranging, practical and encouraging. The depth of Alan’s thought and experience is obvious in the materials and in the ease with which he led the discussions. This was not a dull lecture but a highly engaging workshop that was over before you expected it to be.

The material in the Workshop is the kind that a rare lawyer discovers over years of practice and it’s even rarer that he shares it with his colleagues. I feel fortunate and grateful to have been a participant in the early stages of what is certain to become a successful ongoing endeavor. I have already implemented some of the insights that I gleaned and I’m sure this workshop will impact my practice for years to come. I highly recommend Alan for his willingness to make this contribution to lawyers and the practice of law. I highly recommend this workshop to any lawyer, whether a sole practitioner or member of a firm, who wishes to improve his or her skills as a lawyer and his or her enjoyment of our chosen profession. My thanks to Alan for his efforts in developing this material and giving me the opportunity to be an early participant.”

Daniel Medina, B.C.S
Board Certified in Wills, Trusts and Estates
Medina Law Group, P.A.

“Alan, thank you very much for the tour of your office. You clearly run a first class operation! Our weekly referral goal is to give 10 referrals and to receive 5 referrals. You are clearly an intelligent attorney who has the art of office efficiency down to a science”

– Jeff Borham, J.D., LL.M.
Team Owner
Borham Realty Group

“Rather than following the typical CLE format, this seminar offers a more philosophical and introspective approach, which I found interesting and helpful. I was challenged in this workshop, particularly when asked to focus on the goals I might have 10 years down the road. The capstone of the event is the casual, informal conversations that take place afterward in the hotel bar, where you get to know Alan and the other speakers on a more personal level.”

Jefferson Weaver, J.D., Ph.D.
Weaver Law Firm

“Thank you for such a wonderful workshop presentation on Sunday! I am excited to implement some of the great ideas you shared. The food and company was great too!”

Glenda Sasser, ACP, FCP, FRP
Baskin Fleece Attorneys at Law

“Thank you so much for letting me join your Professional Acceleration Workshop. Despite it being geared towards attorneys; many of the same principles apply to financial advisors and anyone who requires to stay on task to achieve their goals.”

Kimberly J. Payne, CFP
Second Vice President
Wealth Strategist
Northern Trust

“By having the opportunity to discuss my goals and the obstacles keeping me from achieving those goals with other professionals I was able to define my path to achieve those goals like never before.

Not only was I able to improve myself personally, but I also had the unexpected opportunity of being able to have very candid discussions about law practice management and what actually works and doesn't work with experienced lawyers who provided great advice for me as a new lawyer entering the field.

The entire experience was invaluable and far more than what I thought it may be. I am very much looking forward to our next session to continue to develop as a young lawyer both personally and professionally.”

- Brandon Ketron, Stetson Law Student

“The Workshop was extremely helpful for both my professional and personal development. Alan Gassman made the seminar informative and engaging. I would recommend attending the seminar if you are serious about increasing productivity, meeting goals, and becoming a happier person.”

- Travis Arango, Stetson Law Student