



STETSON LAW

# Professional Acceleration Workshop with Dr. Srikumar Rao & Alan Gassman

**MAKE 2017 YOUR BEST  
YEAR EVER!**

**Saturday, February 11, 2017**

**9:00 a.m. to 4:30 p.m.**

**FREE FOR  
ACTIVE LAW STUDENTS**

*Stetson Law School - Gulfport Campus  
1401 61st Street South, St. Petersburg, FL*

Join Dr. Rao & Alan Gassman for an interactive workshop designed to enable law students, recent graduates, and experienced professionals to reach new levels of enjoyment and achievement. Lunch is included. This presentation is based on Mr. Gassman's workshop materials which have been presented at the University of Florida, Ave Maria School of Law, and state & city Bar conferences. Net proceeds will benefit Stetson Law School.

This workshop will include the following sessions:

- 1.) Session 1: Goals and How to Reach Them
- 2.) Session 2: Eliminating Frustrations and Obstacles
- 3.) Session 3: Solving Problems & Developing Strategies
- 4.) Session 4: How to Effectively Attract, Serve, and Retain Clients
- 5.) Session 5: How to Develop a Great Team
- 6.) Session 6: Putting it All Together!
- 7.) **OPTIONAL** Session 7: Special hour for estate planners



**Dr. Srikumar Rao** is a world renowned author (*Happiness at Work* and *Are You Ready to Succeed?*), TED speaker and McGraw-Hill Top 50 Thinker.

**Alan Gassman** is a lawyer practicing in Clearwater, Florida, who has written and lectured extensively on professional development.



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**FREE** for all current law students and Alumni out less than one year—*Free*  
Alumni out 1 to 3 years—\$75, St. Pete and Clearwater Bar Solo Practice members —\$75  
Charitable organization employees—\$75, All others —\$125  
Attendees will receive 2 hours ethical **PLUS** 4 or 5 hours general CLE credit

**LUNCH IS PROVIDED— PLEASE REGISTER NOW - - SPACE WILL BE LIMITED**

# COMMENTS FROM PREVIOUS PARTICIPANTS

*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. (Taxation)  
Trust and Estates Lawyer with Over 10 Years of Experience  
Law Offices of Richard D. Green, J.D., LL.M.

*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.*

- Daniel Medina, B.C.S  
Board Certified in Wills, Trusts and Estates—with Over 20 Years of Experience  
Medina Law Group, P.A.

*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 35 Years of Experience  
Baskin Fleece Attorneys at Law

*By having the opportunity to discuss my goals and the obstacles keeping me from achieving those goals with other professionals while I was still in law school, 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, J.D., LL.M., CPA  
Former 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 Graduate 2015