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The Art of Lawyering: Essential Knowledge for Becoming a Great Attorney

Paul Lisnek

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Every year, tens of thousands of people graduate from law school, pass the bar exam, and undertake the practice of law. But only a select few truly develop the art of lawyering—the insight, the gut, the feel, the voice, the gesture, the talent required to excel as a lawyer and stand out from the rest of the crowd.

This book is written especially for the new lawyer who wants to excel in his or her chosen career, whether starting a solo practice or joining an established firm. It provides information on:

- The art of rainmaking—finding and keeping clients
- The art of billing your clients and getting them to pay you on time without losing business
- The art of negotiation, both in and out of the courtroom
- The art of a trial—preparing your case, questioning witnesses, selecting the jury

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