



July 30, 2021

Greetings Fellow Family Law Practitioners,

The Maryland Chapter of the American Academy of Matrimonial Lawyers has decided to go virtual with our annual Symposium! This year's program is full of topics that will help you improve your lawyering skills and your practice. First, we have a nationally recognized Harvard Law Professor presenting on cutting-edge negotiation techniques. I participated in his seminar, and what I learned changed how I practice! In the afternoon, we have Matthew Goerke, whose amazing memory techniques will help us remember important details about all our cases. Finally, we have Allison Williams, Esquire, who will share how she built her practice on the posting of positive online reviews and the importance of client reviews in helping us grow our practices.

Please register early – we have a limited number of spaces!

Last year, our Virtual Lunch was so successful, we are offering it again this year. You will be placed in a separate room with 6-8 other participants from around the State. It is a great opportunity to meet new people and discuss how everyone has been addressing the challenges of the practice. It should be fun.

The AAML will continue our efforts to help promote organizations serving children and families in Maryland and will donate a portion of our registration fees to similar organizations. Past recipients include National Family Resiliency Center, Women's Law Center, and Hope's House.

I hope you can join us. You can register via this link:
<https://bit.ly/AAML2021symposium>

Very Truly Yours,


Mary Roby Sanders



Maryland Chapter Annual Family Law Symposium

Tuesday, October 26, 2021, 9:00 a.m. – 4:30 p.m.

Registration: \$50.00

<https://bit.ly/AAML2021symposium>

This virtual symposium will be a live, interactive webinar, with topics focused on issues important to the Family Law Practitioner, best practices, and tips and tricks of the trade. A portion of the fees from this program will be donated to an organization committed to helping children and families.

Moderated by **Mary Roby Sanders and Laurie M. Wasserman**

SESSION 1—9:00 a.m. - 1:00 p.m.

Negotiations Fundamentals Workshop

Robert Bordone, Senior Fellow, Harvard Law School

Kyle Glover, Esquire, Partner at Pierce Atwood, LLP

For Family Law Attorneys, superior negotiation skills make the difference in securing optimal deals for clients, building your own reputation for quality representation, and establishing your credibility. Presented by nationally recognized experts in the field of negotiations and mediation, this program will combine interactive lecture, one-on-one skills stimulation, and a debrief to help improve your ability to negotiate effectively.



1:00 p.m. – 2:00 p.m.

Meet other Family Law Attorneys throughout the State over the lunch break.

SESSION 2—2:00 p.m. – 3:00 p.m.

Memory Switch Workshop

Matthew Goerke

There is no such thing as a bad memory – just an untrained one. You will learn how you how to train your memory to remember important information shared by clients and staff and features an interactive demonstration that will blow your mind!

SESSION 3—3:15 p.m. – 4:15 p.m.

Getting Good Reviews and What to Do With Them!

Allison C. Williams, Esquire

Williams Law Group

Ms. Williams has built a successful law practice and is an established leader in the field of child welfare law. She has appeared on national talk shows regarding topics and has one of the fastest growing law firms in the country. Ms. Williams has incredible insight into how to maximize exposure and handle client relations. Her advice is priceless for building a successful law firm.