



## CPD

All Advocacy Club sessions qualify as continuing professional development. Many qualify for professional hours. It is possible for junior lawyers to meet all of their CPD requirements in Club sessions.



## SUPPORT FOR FRANCOPHONES

For several years, the Club has offered its programs in English and in bilingual formats. The bilingual format for Advanced Clubs involves presentations in English followed by drills in French for those who choose this option. There have been 2 Boot Camps in which the co-instructor was bilingual and follow the same format.

*The Advocacy Club* has supported AJEFO, a not-for-profit that advances the cause of Francophone lawyers in Ontario. AJEFO has adopted Club sessions for delivery of services to its members. It has participated in Advanced Clubs. It has undertaken a project to translate the Club's handbooks into French.



## CNIB

*The Advocacy Club* supports the SCORE Program of the Canadian National Institute for the Blind (CNIB). This program delivers training and support for young people coping with visual impairment much the same as the Club does for junior lawyers.

## CONTACT US

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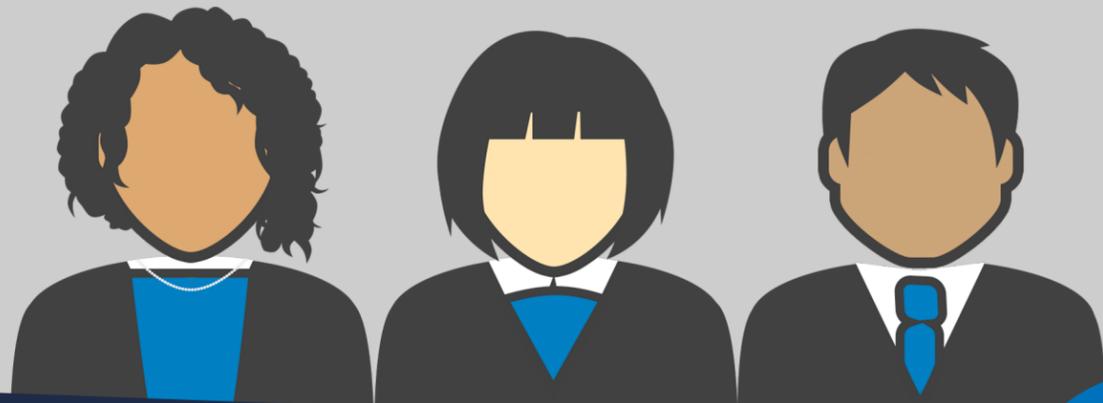


## THE ADVANCED CLUB

Each Advanced Club is restricted to a single subject. Participants must have completed the Boot Camp. They understand the basic techniques. They trust each other. In most cases, they know each other from previous sessions.

Each session starts with a presentation from a senior litigator together with a Club member. The presentation introduces the subject and presents techniques that will be the subject of drills. The group is then divided into teams of approximately 5 participants each. Each team is led by a Club member. The team leader is responsible to conduct the exercises to ensure that each participant practices the techniques. Amazingly, this experience is more effective than having senior litigators conduct the sessions. There is virtually no inhibition. Discussion among equals trumps war stories any day.

“AMAZINGLY, THIS EXPERIENCE IS **MORE EFFECTIVE** THAN HAVING SENIOR LITIGATORS CONDUCT THE SESSIONS.”



## RETREATS

Each year in May the Club goes on retreat. The first took place in 2013. Each retreat has taken place at the Ottawa Courthouse. Each has been organized by Club members, planned by Club members, and presented by Club members. Each has involved the active participation of the local judiciary, executives, and senior members of the local Bar. Each has dealt with matters of professional significance. Each has qualified for 3.5 professional hours of CPD. Each has been attended by approximately 50 Club members. The retreats represent a forceful presentation to the Bar and judiciary of the emergence and leadership of junior lawyers in the community. Each has represented a major opportunity for intergenerational networking and collegiality.



## THE SPECIAL SAUCE

The Club has a special sauce. It reduces most of the common techniques in advocacy to formulae. It teaches the techniques. It presents case studies, exercises and drills to allow the participants to practice the techniques. Typically, drills occupy twice as much time as the presentation. This offers participants the chance to try, fail, and try again. Because they do so in small groups, they get lots of face time. They also observe their colleagues perform. These sessions are closed. They are subject to a code of silence. Participants are then free to take risks. Failure is definitely an option.

There are 3 components to the Club: the Boot Camp, the Advanced Clubs, and the Retreat. The Advanced Clubs focus on individual subjects. Each session deals exclusively with 1 subject. For example, a recent session was devoted to techniques for dealing with objections. Another dealt with motions advocacy. Each Advanced Club combines a brief presentation of the relevant techniques followed by exercises and drills to allow the participants to practice what has been preached.



## THE YOUNG ADVOCATES SERIES

The founder of **The Advocacy Club**, John Hollander, is the author of several inexpensive handbooks. Each is a practical presentation of the relevant techniques. Except for the handbook on **Mediation**, each includes case studies, exercises, and examples. All of the handbooks follow a simple formula: many short, topical chapters, each resembling a blog post. The author practices what he preaches: presentations to be absorbed by the audience. Short sentences. Simple language.



The YAS have been published by Irwin Law and are available online and in paperback at: [www.IrwinLaw.com](http://www.IrwinLaw.com)



The published handbooks are:

- ✓ Interview Skills
- ✓ Case Analysis
- ✓ Discovery Techniques
- ✓ Professionalism
- ✓ Examinations
- ✓ Persuasive Writing
- ✓ Mediation (all royalties paid to CNIB)
- ✓ Expert Witnesses (in progress)

There are 3 other handbooks, self-published, that are available *online only* at: [www.AdvocacyClub.ca/Store](http://www.AdvocacyClub.ca/Store)

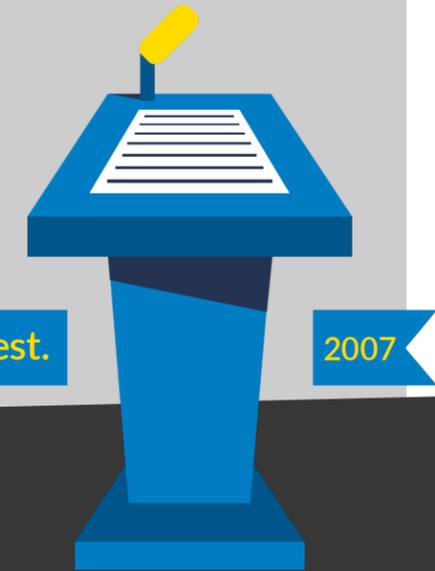


The self-published handbooks are:

- ✓ Introduction to Trial Advocacy
- ✓ Outlining Examinations
- ✓ Estate Litigation

## INTRODUCTION

**The Advocacy Club** has two overlapping missions. The first is to train junior lawyers to become effective advocates. The second is to foster collegiality. From its beginning in 2007, the Club has trained more than 125 articling students and junior lawyers. The basic building block for the Club is the Boot Camp. This has evolved from several evening sessions to its current 2 half days. The content, however, remains largely intact.



“ FROM ITS BEGINNING IN **2007**, THE CLUB HAS TRAINED MORE THAN **125** ARTICLING STUDENTS AND JUNIOR LAWYERS. ”

What does a lawyer need to succeed as a litigator? It all starts with two skills, case analysis and interviews. Lawyers have to gather information. Then they have to analyze it. These two skills lead to good opinions, good examinations, good strategy, and good arguments. **The Advocacy Club** trains junior lawyers with this foundation in mind.

## BOOT CAMP

Boot Camp consists of 8 distinct sections. Each spans approximately 1 hour. In the current format, they take place in 4-hour sessions on 2 consecutive days. The agenda for a typical Boot Camp is as follows:

- Introduction to Common Questions and Interview Skills
- Perspective and the Use of Witness Statements
- Case Analysis
- Outlining Examinations
- Direct Examinations
- Examinations for Discovery
- Cross Examinations
- Closing Argument



Within each of the sections, there are either 1 or 2 distinct presentations followed by drills. Participants learn to cope with the give-and-take. They learn to trust each other. They learn from each other as much as they do from the instructors. Each session is limited to fewer than 10 participants. Typically, there are 2 instructors when there are more than 5 participants.

Boot Camps take place in the Spring and Fall of each year. Spring 2016 will see the 14th Edition of **The Advocacy Club**.