

CURRICULUM VITAE

SARI DE LA MOTTE

FORTE

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EDUCATION

PACIFIC UNIVERSITY
Forest Grove, OR
BA Music; 1996

PORTLAND STATE UNIVERSITY
Portland, OR
MS Teaching; 2001

CEO | Trial Consultant | Keynote Speaker | Executive Presence Coach

CLIENTS: (sample, not all listed)

Legal

- Inner Circle of Advocates
- Friedman & Rubin
- Paulson | Coletti Trial Attorneys
- D'Amore Law Group
- The Kaudy Law Firm
- Schuck Law
- David McDonald PC
- Bodyfelt Mount LLP
- National Association of Trial Lawyer Executives
- Oregon Trial Lawyer's Association
- Oregon State Bar Association
- Washington State Association of Justice
- Utah Association of Justice
- Tennessee Association of Justice
- Lane Powell Attorneys and Counselors
- Schwabe, Williamson & Wyatt
- Perkins Coie Law Firm
- David Wright Tremaine LLP
- Bergman Draper Ladenburg PLLC

- Lewis and Clark Law School
- Oregon Legal Recruiters Association
- Association of Legal Administrators
- Oregon Criminal Defense Lawyers Association
- Oregon Women Lawyers
- Multnomah Family Law Group

Corporate

- Iberdrola Renewables
- Standard Insurance
- NIKE
- Portland General Electric
- Ross Miller Campaign for Attorney General

Government:

- National Conference of State Legislatures
- Bonneville Power Administration
- Multnomah County Health Department
- Metropolitan Exposition Recreation Commission
- Oregon Convention Center
- Association of Oregon Counties
- Association of Washington Cities
- City/County Insurance Services
- Marion County
- Lane County
- Deschutes County
- City of Lake Oswego
- City of Portland
- City of Beaverton
- City of Tigard
- City of Salem
- City of Wilsonville
- Portland Center for the Performing Arts
- Lake Oswego Chamber of Commerce
- Oregon PRIMA
- Michigan Office of the Auditor General
- Southern California Public Management Association

Professional Associations & Non-Profits:

- Association for Training and Development
- City-County Communications and Marketing Association
- International Association of Assembly Managers
- Oregon School Facilities Management

- Financial Executives International
- Oregon Association of County Surveyors and Engineers
- International Public Management Association
- Association of Independent Information Professionals
- Oregon Association of Municipal Recorders
- Washington Municipal Clerks Association
- Portland Female Executives
- NW Coaches Association
- Habitat for Humanity
- Center for Women, Politics and Policy (PSU)
- Women in Insurance and Financial Services
- Los Angeles World Airports (LAWA)
- University of Oregon
- Portland Development Commission (PDC)

MEDIA APPEARANCES:

- Willamette Week; *“An Expert Explains What You’re Saying When You’re Not Saying Anything at All”* December 1, 2009
- The Atlantic; *“Can Body Language Predict Elections?”* October 29, 2010
- KOIN 6 News; *“Tips for Delivering Bad News”* February 29, 2012
- Oregonian; *“Words Tell Only Part of the Story”* April 19, 2012
- Huffington Post; *“Everything We Know About Gender Communication is Wrong”* May 8, 2012
- State Legislatures Magazine; *“On the Record with Sari de la Motte”* February 1, 2015
- 2017 – Law School Show Podcast
- 2017 – Stick Like Glue Radio
- 2017 – Women Taking the Lead Podcast
- 2017 – Women with Balls in the Air Podcast
- 2017 – Stand Out Get Noticed Podcast

SELECTED BOOKS, WRITINGS and LECTURES PUBLISHED:

- Author: *From Hostages to Volunteers: The Power of Presence in the Courtroom to be published by Trial Guides in 2018*
- Author & Presenter, *Beyond Trial Prep: How to Emotionally, Mentally and Physically Prepare for Trial* audio program
- Author & Presenter: *Showing Up in Court: The Power of Nonverbal Intelligence* Video
- Author: *Beyond a Firm Handshake: 21 Ways to Communicate You’re the Right Person for the Job*
- 2012 – OCDLA Columnist

- 2013 – WSAJ Columnist
2015 - PRESENT - Attorney Whisperer (Sari's monthly Oregon Trial Lawyer's Association column)

CHARITIES:

- Habitat for Humanity, 1478 NE Killingsworth Street, Portland, OR 97211; Website: habitatportlandmetro.org/
 - Habitat for Humanity Portland/Metro East revitalizes neighborhoods, builds affordable and sustainable homes, and empowers families through successful homeownership.
- Center for Women's Leadership, 6002 NE Maidstone Street, Hillsboro, OR 97124; Website: <http://womenscenterforleadership.org/>
 - Women's Center for Leadership advances women's leadership skills and furthers gender intelligence through accessible, thought-provoking programming.

PRIVATE TRAINING COURSES:

- Online Trial College
- Sari is Now in Session
- Nonverbal Intelligence at Trial
- Don't Shoot the Messenger
- Dealing with REAL People
- Rock Star Presentation Skills
- The Language of Leadership
- Power of Presence
- Developing a Leadership Presence
- From the Family to the Boardroom: How to Communicate with Someone You Want to Strangle
- Turn Up the Volume: Access Your Inner Rock Star
- Navigating the New Normal: Communication Strategies for Changing Times
- The Power of the Exhale

PERSONAL:

- 45 years old, married, one child

OTHER INTERESTS:

- Classically trained pianist
- Avid reader
- Summers in Finland

TESTIMONIALS:

- 1) Rick Friedman: “Even the best professional athletes need a coach. Trial lawyers are no different. Sari is a brilliant, pragmatic coach who can improve anyone’s performance.”
- 2) John Coletti: “Law school teaches lawyers to think, but not communicate. Sari teaches you to communicate. She is fantastic at helping you simplify and deliver your message in a manner that is authentic, understandable and comfortable for both you and your audience.”
- 3) Roger Dodd: “Good coaches can make any trial lawyer, no matter how accomplished, better. One hour with Sari has made me better. She will make you better too.”
- 4) Randy Kinnard: “Sari showed me that what we think we see in someone’s face or the way they hold their body is not always right. In fact, sometimes we are totally wrong. It is easier now for me to accept what appears to be negative body language in a juror. Crossed arms do not always mean the juror is not accepting what you are saying. A furrowed brow may not mean what I think either. Sari teaches with energy and enthusiasm, and she is such a pleasure to work with.”
- 5) Rob Beatty-Walters: “If you want to take your skill as a trial lawyer to the next level, Sari is the person to take you there, and beyond. Working with Sari is sort of like therapy for trial lawyers, but it’s your skill as a communicator that’s on the couch.”
- 6) Tom D’Amore: “Trial attorneys are trained by some of the best in the field on what to say. Sari, however, is the best at training trial attorneys on how to say it. Sari has made me a better speaker both in and out of the courtroom. Improvement doesn’t happen overnight; it definitely takes work. And boy, does Sari make you work for it. But if you’re willing to put in the time, you will be a better attorney in the end.”
- 7) David McDonald: “After 25 years of picking juries and trying cases, I hired Sari to take my work to a new and better level. Working with her proved to be both daunting and enlightening. She is insightful and blunt and I reaped great rewards working with her.”
- 8) Yvonne Ward: “The most powerful impact of Sari’s training was seeing it unfold in practice. It is one thing to hear about concepts and another to see it work. I was stunned when I presented the same case, facts, even WORDS to two separate yet similar juror groups, and by fully using non-verbal communication with the second one, the results were profound. The second juror group was really

connected to each other and me; we created the “Tribe” dynamic that had been so elusive. Most importantly, the ratings feedback from the jurors confirmed just how powerful these techniques are. I will be hiring Sari for other cases as well – I cannot see not doing so for my major cases.”

- 9) Sage Middleton: “The thing that was special to me about Sari was that this experience was focused on delivery. I am a young lawyer, about to try my first case in front of a jury, and needed to be reminded that I am simply a human communicating with other humans. I was reminded to stay organic and true to myself, to be confident and secure in the reasons I chose this profession and not to be so consumed by legalism that I forgot how to talk to another person. It was a great experience that I think any lawyer could benefit from.”
- 10) Tony Laizure: “Sari taught me how to be comfortable in the presence of the jury, using simple breathing techniques. Sari taught me the importance of “non-verbal” communications with the jury; the importance of standing a certain way when you are delivering information; and standing another way when you are receiving information. Sari showed me how to draw information out of jurors and how to move from place to place to make sure that the juror I am questioning talks loud enough for everyone to hear while I am standing in a place where I can observe the reactions of other jurors. And it’s really easy to do once you practice it and understand what you are doing and why. So all of these things I learned to make me more comfortable in my own skin which then makes the jury more comfortable with me. Sari also taught me how to use voir dire as a great way to get information about the problems we might have with our case. We identified some major concerns I had with the case and then asked jurors about them using open-ended questions and the “which way do you lean” type questions. I was able to get a very coherent and simple structure for my voir dire that I can use as a template in just about any case. Finally, the most important take away for me was that we should treat jury selection like a dinner or cocktail party. I know that sounds weird, but when you get out of lawyer mode and into dinner party guest mode, you become more like a real person and less like a lawyer. And most people seem to want to talk to people that are more like them. So we pick some topics and say “hey, what do you think about that” or “have you ever done this” or “some people think this and some people think that, what do you think”. And it works. The feedback I got from the mock jurors confirmed that everything Sari said would happen did. Sari recorded everything and now I can always go back and look at the video if I have any questions about what I am doing. So, if you are like me and need some pointers on VD, Sari’s VD Studio is a must.”
- 11) Julie Grandstaff: “Sari has made a huge difference in my professional life! I went from being a credible, but boring speaker to gaining the ability to engage my audience. People understand what I’m talking about and actually care about it more now. I would highly recommend Sari to anyone hoping to improve their game.”

- 12) Steve Messinetti: "I have been speaking to large audiences for two decades, but after working with Sari, I was able to communicate with an audience in a more meaningful way. Sari allowed me to expand my comfort zone, by showing me how to be myself in front of an audience in a more engaging and impactful way."
- 13) Yumi Minagawa O'Neil: "Sari's workshops and presentations excel in both content and delivery. Sari is an amazing speaker, engaging her audience with interesting and humorous anecdotes that illustrate her points about nonverbal intelligence. She shares information and tools that are absolutely critical to anyone's professional and personal development."
- 14) Jacqueline Joseph: "Sari's contribution to my effectiveness as an expert witness is Golden! Serving the judicial system is an honor I fully regard, and working with Sari has added skills to becoming more effective as an expert witness."
- 15) Larry Morandi: "Sari de la Motte knows how to work with any audience and deliver, whether it's a keynote address or training seminar. She's patient and not afraid to make you feel a little vulnerable-in the most respectful way-because it's in opening yourself up and letting yourself down that you learn how to take it to the next level and communicate like a rock star. Watch, listen and participate!"
- 16) David Sugerman: "Sari's voir dire workshop provided me with a great opportunity to develop and hone new nonverbal communication skills. The workshop provided me with a sense of form and structure that opened new horizons for me. If you are trying cases, this is a great way to improve voir dire skills. The workshop is not for everyone. It is not easy. That said, I recommend it to those trial lawyers who are dedicated to improving their courtroom craft."
- 17) Sara Stevenson: "Sari was the keynote speaker for our 25th annual state-wide conference. It's no exaggeration to say that her information, humor and enthusiasm set the tone for our most successful conference ever. She provided tangible, take-home tactics and strategies that our attendees can put to use on a daily basis. I would highly recommend her to anyone who has an interest in making both their personal and professional communications more effective."