

SARI DE LA MOTTE

Coach & Consultant

PRESENTATION COACH | SPEAKER | TRIAL CONSULTANT



Sari de la Motte is a nationally recognized presentation coach, speaker, and trial consultant. She has trained extensively with an internationally recognized authority in nonverbal communication and is an expert in nonverbal intelligence.

Sari works with speakers of all types: politicians, executives, CEOs and lawyers, but she specializes in helping trial attorneys communicate with jurors.

Sari speaks to audiences of a few dozen people to audiences of over a thousand. A sought-after keynote speaker, Sari is often asked to headline conferences across the United States. Sari also works with high-profile speakers in her Portland office, helping them to hone their messaging and fine-tune their nonverbal delivery.

Sari consults with trial attorneys all over the country, assisting with trial strategy, voir dire and opening statement. She conducts mock trials in her studio in Portland, Oregon and assists with jury selection and witness preparation.

Sari has spoken for, and works with, several members of the Inner Circle of Advocates, an invitation-only group consisting of the top 100 trial attorneys in the United States. She's a featured columnist for Oregon Trial Lawyer's Magazine, Sidebar, and has also written for Washington State Association of Justice, Oregon Criminal Defense Attorney, and other legal publications. She provides CLEs for various state association of justices around the country. Because of her unique ability to help attorneys communicate their real selves, she has been dubbed "The Attorney Whisperer."

INTERVIEW TOPICS AND QUESTIONS

Trial Attorneys - Nonverbal Communication in Court - Voir Dire

1. Understanding the juror mindset at trial and meeting them where they are
2. The three biggest mistakes lawyers make in opening statement
3. How trial attorneys can persuade in Voir Dire without getting in trouble with the judge
4. Why an attachment to winning is so dangerous to attorneys

Questions:

Jury selection has tripped over into pop culture with the television series, *Bull*. How do you approach jury selection and what do most trial attorneys get wrong when it comes to selecting jurors?

You talk about "permission" and how it plays an important role in increasing receptivity with a jury. What does that mean in practical terms?

Many attorneys have been coached to warm up a jury with a humorous story and then perhaps question them about their hobbies. You're opposed to this approach, why?

HR/Executives/Individual

1. How to deliver a kick ass presentation
 - The difference between a good presentation and a kick-ass presentation
 - How to get people to listen and take you seriously
 - How to own the room in any situation and with any audience
2. How to Communicate Bad News (performance evaluations, layoffs, cancelled projects)
 - Skills for delivering bad news one-on-one, to a group, and over the phone
 - How to recover from sticky situations
 - How to strategically distance (separate) yourself from the negative information
3. How to Increase Your Executive Presence
 - Four essential steps to increase your personal presence
 - Tips to communicate with poise and confidence
 - How to expand your reach and carry weight with your group or organization

Questions:

You point out two main nonverbal communication styles - authoritative and approachable. How might we recognize those two styles, say, in a colleague or a boss?

Anyone who has had to deliver bad news knows that it can be difficult - layoffs, downsizing, telling the candidate who didn't get the job. Give us some nonverbal tips to make it easier.

What is presence? Why is it important and how do we get it? Is it possible that some people just don't have it?

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