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## Negotiation and Other Communication Strategies

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April 26, 2023

Delaware Valley Environmental Inn of Court

Environmental Law Attorney & Flaster Greenberg Shareholder John Koch will present "Negotiation Strategies," an Ethics CLE, for members of the Delaware Valley Environmental Inn of the Court.

Along with negotiation strategies, John will cover the importance of listening, the duty of candor, and the duty to zealously represent client.

*Ethics CLEs provided.*

### Pennsylvania, New Jersey, New York Environmental Law Attorney

John's environmental practice dovetails with his insurance practice. His clients call upon him to prosecute and defend environmental contribution and cost recovery actions, provide counseling during site remediation, and negotiate with government regulators. John also assists clients with due diligence, risk transfer, and negotiations in transactions involving industrial or contaminated property.

John is a frequent lecturer and is tapped for speaking engagements all over the country.

### What is Inn of Court?

The American Inns of Court is an association of lawyers, judges, and other legal professionals from all levels and backgrounds who share a passion for professional excellence. Through regular meetings, members are able to build and strengthen professional relationships; discuss fundamental concerns about professionalism and pressing legal issues of the day; share experiences and advice; exhort the utmost passion and dedication for the law; provide mentoring opportunities; and advance the highest levels of integrity, ethics, and civility. Our Inns have gained a national and international reputation as an organization that bridges the gap between formal law school education and legal practice by offering career-long continuing education in the Common Law tradition.

### ATTORNEYS MENTIONED

John Koch