

Plea Negotiations Strategies

Effective tactics for optimal outcomes

As defense attorneys, our trial preparation begins the minute we are hired or appointed to represent someone who has been accused of a crime. Despite our consummate preparation, most of our cases are resolved short of trial. For a myriad of reasons, a significant percentage of criminal cases end in a plea. With that in mind, it is time to brush up on your negotiation skills.

There are many factors to consider during the plea negotiation process. In this webinar we provide you with practical strategies to help you in your negotiation process. Those strategies include keeping your client's objectives top of mind during negotiations, understanding your goal, timing of negotiations, and more. Strategizing plea negotiations is a critical tool that we all need to sharpen. Join us as we help you to fine tune your skills.

Agenda

- What Are Plea Negotiations?
- When Do You Begin to Prepare for a Plea?
- Types of Plea Negotiations
- Strategies for Negotiating a Plea
 - Know Your Case
 - Have a Good Understanding of the Commonwealth's Position
 - What are Your Goals for the Plea?
 - Are There Any Collateral Consequences?
 - Communicate With Your Client
- Timing of the Negotiations
 - Consider the Parties (Client, Judge, Prosecutor)
 - Consider the Stage of Your Case (Pre-Trial, Motion, Trial Conference)
- Communication Method
 - In Person
 - In Writing
 - Email
- Advantages and Disadvantages of Plea Negotiations
- Plea Negotiations Tips and Mistakes

Faculty

Alicia A. McNeil, Esq., *McNeil Law, Wakefield, Chair*

Ambar Maceo-Rossi, Esq., *Kelleher & Maceo, PC, Boston*

Asaf J. Sarno, Esq., *Law Office of Asaf J. Sarno, Canton*

Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Thursday, December 5, 2024

2:00 pm–4:00 pm

Program # 2250099WBC

REBROADCAST

Friday, December 20, 2024

10:00 am–12:00 pm

Program # 2250099RB1

REBROADCAST

Monday, December 30, 2024

12:00 pm–2:00 pm

Program # 2250099RB2

ON DEMAND WEBCAST

View after Monday, December 30, 2024

Program # 2250099WBA

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Materials

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- Transcript & videorecording emailed 2 weeks post-program

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