



# CPA • LAW SOCIETY OF VENTURA COUNTY



**Mark A. Schlossberg, Esq.**  
**Vice President and Associate General Counsel, Amgen, Inc.**  
**“A Primer on Constructive Influencing”**

**April 27, 2007, 12:00 - 1:30 p.m. @ The Pierpont Inn, Ventura**

**Attorney Mark A. Schlossberg is Vice President and Associate General Counsel with Amgen, Inc.**, and is responsible for Corporate Law, Licensing and Master Planning, POQ & Procurement. He has held the position since September 2004. Prior to joining Amgen, Mark was VP of Business Development and Legal Affairs at Medtronic AVE, Inc. In addition, he has worked with the law firm Mudge Rose Guthrie Alexander & Ferdon, RJR Nabisco, Inc., and UDV North America, a U.S. Subsidiary of Diageo, PLC.



We have asked Mark to present to our group a very interesting and unique presentation he has made to Amgen’s legal department on **“Constructive Influencing.”** Constructive influencing is a process for working with clients to effectively and lawfully achieve business objectives with full understanding of the legal risks and alternatives. Constructive influencing is important for attorneys, CPAs, and other professionals because so much of our job is counseling. He will discuss what constructive influencing is, what it is not, and why it is important; what we can take away from constructive influencing training; finding the sweet spot; the foundations for constructive influencing, and more.

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**CONTINUING EDUCATION – ACCOUNTANTS 1.0 HR CPE; ATTORNEYS 1.0 HR MCLE**

This activity has been approved for Minimum Continuing Legal Education credit by the State Bar of California for 1.0 hour. VCBA certifies that this activity conforms to the standards for approved education activities prescribed by the rules and regulations of the State Bar of California governing MCLE. Additionally, this organization follows the CE requirements specified in the California Board of Accountancy Regulations.

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**LUNCH CHOICES**

(1) Roasted Salmon Provençale with Tossed Green Salad, Vegetables and Rice (2) Mandarin Ginger Chicken Salad & Soup; (3) Parmesan Crusted Polenta with Grilled Portabella Spinach & Black Bean Ragout (Vegetarian); All Include Coffee & Dessert (Please Select One Lunch Choice)

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**RESERVATIONS**

Price Includes Lunch, Coffee/Tea, Dessert, great prizes and MCLE/CPE credit. The cost is \$30 for members of the CPA/Law Society and \$40 for non-members. Please make your reservations and lunch selection by calling Barbara at Doug Kulper’s office (805) 659-6800, or please e-mail Doug Kulper at [dkulper@fcopc.com](mailto:dkulper@fcopc.com), before April 25, 2007. See [www.cpalawsociety.com](http://www.cpalawsociety.com) for more information.