BLG Podcasts

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The Legal Listen

Get fresh perspectives on current-day topics from BLG lawyers. Listen to some of our top talents walk you through a sampler of their respective specialties, in and out of BLG platforms.

BLG's corporate podcast, The Legal Listen, features various professionals and casts a wide net, but some of our lawyers also enjoy a more targeted presence online:

- Nadia Effendi is a regular guest on the Canadian Bar Association's Modern Law series, to discuss recent news from the Supreme Court of Canada;
- Sandrine Mainville launched her own podcast in February 2023, Point.01, to explore sports-related issues;
- Guy Pratte launched The Art of Persuasion in April 2023, meeting with various figures who make a career of convincing others.

Episode 1: The nobility and purpose of persuasion with Marie Henein (Show notes)

Marie Henein is one of Canada's most celebrated and best-known lawyers. She is a senior partner at Henein Hutchison LLP, a sought-after public speaker, and author of the bestselling, not-so-typical law memoir, *Nothing But The Truth: A Memoir*. During this conversation, host Guy Pratte questions Marie about her insightful book, the importance of words, emotions, and the audience in a case, and her take on the art of persuasion.

Key moments:

[2:05] The art of persuasion is part of Marie's DNA.

[19:48] For advocates, Marie describes the importance of the artful use of language in persuasion and the part emotions play in a case.

[38:01] Marie explains why she wrote *Nothing But The Truth: A Memoir* and why she wanted to engage the public in this way.

Episode 2: Persuasive politics with former Canadian Prime Minister Brian Mulroney (Show notes)

It's now almost 40 years since Brian Mulroney became Canada's 18th prime minister and 30 years since he retired from politics in 1993. Even his harshest critics at the time now acknowledge him to have been one of Canada's most significant statesmen both on the national and the international scene. In today's podcast, Guy Pratte explores how Prime Minister Mulroney skillfully used persuasion to achieve success not only in politics but in law and business.

Key moments:

[8:39] From becoming "the voice," to practicing law, to politics, PM Mulroney reflects on chapters of his life.

[17:57] PM Mulroney's take on the vital role of relationships in the art of persuasion.

[29:52] PM Mulroney explains how he used the art of persuasion to broker Canada's Free Trade Agreement with the United States.

Episode 3: Persuasion through illusion and transformation with Actor Colm Feore (Show notes)

Colm Feore is the most versatile and brilliant actor of his generation. From stage to film to television, he has played characters as diverse as Hamlet, Pierre Elliot Trudeau, Cyrano de Bergerac, Glenn Gould, and the inimitable Detective Martin Ward in the comedy series *Bon Cop, Bad Cop*. With each role, Colm Feore has managed to persuade us that he is the character he pretended to be. How does he do it?

Key moments:

[13:39] Colm Feore considers every aspect of the illusion he creates as part of his transformation into a character.

[28:24] Colm Feore shares what he believes is the essential ingredient of the art of persuasion.

[33:04] For an actor, does inhabiting, or embodying another person offer insights that correspond with walking a mile in their shoes?

Episode 4 – Jury persuasion with Chilton Varner

There is perhaps no other context where the art of persuasion is put to the test as acutely as when a lawyer has to persuade a group of strangers, the jury, that her client is in the right. That is where this episode's guest comes in: a senior partner at the prestigious law firm King and Spalding, Chilton Davis Varner was also president of the American College of Trial Lawyers (ACTL), only the second woman to occupy the office of the premier trial lawyer organization in the U.S. In this episode, Guy Pratte explores with Chilton Varner how she became one of the best jury trial lawyers of her country.

Key moments:

[14:19] Chiton Varner shares a memory of her mentor, the great Judge Griffin Bell, former ACTL President and Attorney General of the United States.

[19:31] Chilton Varner explains why she likes juries, why they are important, and the challenges they pose to an advocate.

[23:19] By way of *To Kill a Mockingbird* book, Chilton describes why she prefers the jury system even if the system is not perfect.

Episode 5 – The rules of persuasion with Lord David Pannick KC

Lord Pannick KC is without a doubt one of the greatest advocates of his generation. He has been involved in some of the most important cases in the United Kingdom, including his successful challenge of PM Boris Johnson's attempts to avoid Parliament review of his Brexit deal, yet recently representing former PM Johnson before the parliamentary committee investigating statements he made to the House of Commons. He is a fellow of Oxford's All Souls College, an honor reserved for the brightest of the bright, and he is a celebrated author of many books involving advocacy. Guy Pratte discusses with Lord Pannick the art of persuasion as practiced in courtrooms and the House of Lords, something few people know more about than Lord Pannick KC.

Key moments:

[10:04] Lord Pannick shares his views on the nature of advocacy in the United States and the United Kingdom.

[31:11] The role of humour in the art of persuasion is best kept mild and relevant.

[38:27] Lord Pannick offers his thoughts on virtual hearings.

Episode 6 – Conviction and trust are the keys to persuasion with Alexander Shelley

In this episode, host Guy Pratte speaks with star conductor and maestro Alexander Shelley, music director of the National Arts Center Orchestra and principal associate conductor of London's Royal Philharmonic Orchestra. At first glance, it may seem surprising that we would discuss the art of persuasion with an orchestra conductor who uses gestures instead of words to do his job. But Alexander Shelley, who has been

described as a natural communicator both on and off the podium, explains that conductors must also be great persuaders if they are to succeed in convincing an orchestra and the public to embrace their musical vision.

Key moments:

[9:44] How Maestro Shelley persuades musicians to embrace his vision for a piece of music.

[20:39] Maestro Shelley explains how different people can extract different interpretations and different styles from the same music.

[37:16] How Maestro Shelley convinces the public that new music is worth listening to.

Episode 7 – Persuading with style with Tanya Taylor

In this episode, Host Guy Pratte speaks with star fashion designer Tanya Taylor. What do designing and selling clothes have to do with persuasion? Well, quite a lot, in fact, as Tanya explains. During the conversation, she shares how she builds brand trust, how the in-store experience differs from online media, and how she helps clients project their personal style into the world. Full disclosure: Tanya Taylor is Guy's daughter-in-law. Listen in to discover how persuasion and fashion fit together.

Key moments:

[10:27] How Tanya determines what her market wants and how she persuades her team to embrace her vision.

[14:27] Why Tanya believes Michelle Obama and other people of influence choose her designs.

[17:49] How social media helps Tanya achieve her goals and how she uses the platform to persuade people to embrace her brand.

Episode 8 – Changing people's minds with David Goldbloom

In this episode, Host Guy Pratte speaks with Dr. David Goldbloom, a well-known psychiatrist, best-selling author, tireless educator, promoter of mental health, an officer of the Order of Canada, and a member of the board of directors of the Royal Conservatory of Music. They discuss what we know—and don't know—about the human mind, and what is required to persuade a patient that change is possible.

Key moments:

[8:04] Listening skills are the link between the arts and psychiatry, Dr. Goldbloom says.

[11:15] Dr. Goldbloom explains how pattern recognition is a component part of the art of persuasion.

[27:00] How Dr. Goldbloom persuades the public to clear the stigma of mental health and mental illness.

The Legal Listen Archives

- **Pozzobon-AndrewAddressing Systemic Racism in Corporate Culture**
  >Stream (46 mins) | **>**Download (20.8 MB, MP3)
  - Featuring: Laleh Moshiri and Tamara Tomomitsu
- **Top 5 Employment Cases: Decisions You Will Not Believe**
  >Stream (13 mins) | **>**Download (29.9 MB, MP3)
  - Featuring: Duncan Marsden and Andrew Pozzobon
- **Managing Workplace Harassment Report**
  > Stream (12 mins) | > Download (28.1 MB, MP3)
  - Featuring: Duncan Marsden and Andrew Pozzobon
- **Blockchain 101**
  > Stream (17 mins) | > Download (13.2 MB, MP3)
  - Featuring: Alan Ross and Melissa Smith
- **Autonomous Vehicles**
  > Stream (24 mins) | > Download (43.3 MB, MP3)
  - Featuring: Alan Ross and Tamara Tomomitsu

By

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