Guiberson's Law

At one of the first ABA TechShows I attended I was fortunate enough to take in a presentation by Houston attorney Sam Guiberson. PowerPoint presentations were all the rage that year – the more glittering graphics and animations the better. But not Sam's. Other than having his notes on a laptop discretely shielded by the lectern there was not a slide. Sam is not merely a pioneer in the use of technology in law, but also a spell-binding orator. His deliberate eschewal of technology underscored his presentation's central theme: The only skill worth cultivating is adaptability.

The ABA made audio tapes of every presentation at this TECHSHOW available for $5. I bought Sam's and gave it to our firm's management committee, telling it, "You need to listen to this." I wish I had kept the tape myself, but the lesson of Sam's sermon has stuck with me without the need for auditory reinforcement.