



# SHARLA J. FROST

Keynote Speaker, Author, Former Mass-tort Defense  
Trial Lawyer

## SPEAKING CATEGORIES:

Business Development, Life Resilience, Motivation

## TRAVELS FROM:

Dallas, TX

## SPEAKER'S FEE RANGE:

\$5,000 to \$10,000

## SHARLA'S MOST REQUESTED PRESENTATIONS:

### Even Cowgirls Get the Clients

- Leverage the speaker's unique background and experiences
- Encourage audience members to use authenticity to build strong client relationships
- Use personal anecdotes to illustrate how to overcome stereotypes in professional settings
- Describe steps to develop confidence in your abilities and expertise
- Suggest ways to utilize storytelling to connect with clients on a personal level

### Business Resilience in a Challenging World

- Prepare for the unexpected
- Build a diverse and agile team
- Develop contingency plans for various scenarios
- Foster relationships and innovation to adapt to market changes
- Prioritize financial stability and risk management

### You Don't Need to be Someone Else

- Identify and capitalize on your personal strengths
- Develop your authentic leadership style
- Embrace your unique perspective and ideas
- Build a personal brand that reflects your true self
- Learn from others without trying to imitate them

### Connect the Dots: Success in Life and Business

- Recognize the value of personal relationships
- Apply lessons from personal experiences to business challenges
- Cultivate a diverse network that spans time and distance
- Develop a holistic approach to problem-solving
- Balance personal fulfillment with professional success

## ABOUT SHARLA:

Sharla J. Frost is a distinguished attorney and keynote speaker with more than 30 years of experience in high-risk mass tort and product liability cases. Born in Paris, Texas, and raised in rural Frogville, Oklahoma, her family's storytelling heritage has significantly influenced her career. From 2005 to 2020, she was recognized as a Texas Super Lawyer and named the 2018 Houston Lawyer of the Year in Products Liability Litigation-Defendants by Best Lawyers. She was also a repeat honoree on the Spotlight Table for Chambers Partners.

An accomplished author, Sharla wrote "Power at the Table," a guide for women lawyers on client development and marketing strategies, as well as a series of children's books celebrating her home community. Her expertise has made her a sought-after speaker at colleges, law schools, and professional associations, where she shares her unique insights on success and communication.

Beyond her legal practice, Sharla is actively involved in her community, managing a cattle ranch and an event center in Oklahoma, and supporting local revitalization through her nonprofit, ReCreate Fort Towson. Her dynamic presence and commitment to empowering others enhance her effectiveness as a keynote speaker, making her a compelling figure in business, educational, legal and community spheres.

## WHAT THEY'RE SAYING:

*"Sharla Frost is an engaging and enthusiastic speaker, her presentation both insightful and relevant. Her experiences as she journeyed from a rural farm kid to a top litigator at a national law firm resonate with her audience as she shares her passion for community and civic participation, leadership and personal development, and educational opportunities."*

**—Michele Ebert Frazier**, Certified Career Counselor, Hugo Industrial Authority board, Hugo Public Schools Board Member, Hugo, Oklahoma

*As President of the Association of Defense Counsel of Northern California and Nevada, an organization of over 700 attorneys, I would like to acknowledge Sharla Frost for her engaging, thorough, and highly informative presentation to our organization. Indeed, the speaker evaluation opinions were all in agreement: Sharla definitely met all of our expectations! She truly made a lasting impression on everyone, with a message that will reverberate far beyond the day of her inspirational and motivational talk. Our profound thanks to Sharla for providing us with her treasured knowledge and experience.*

**—Edward P. Tugade**, President Association of Defense Counsel of Northern California and Nevada, San Francisco, California

*Sharla has an incredibly unique ability to take hold of great complexities, timeless reason and exquisite insight, and blend them all into a beautiful change of perspective you didn't see coming. You walk away thinking "Why didn't I think of that years ago? It all makes perfect sense."*

**—Ellis Iverson**, Law Firm Founder, Houston, Texas

*Sharla genuinely has a gift for speaking. Listening to her is inspiring! Sharla's words are engaging and so eloquently spoken. I was truly captivated & not quite ready for her address to end.*

**—Leah Guess-Thomas**, Hugo City Manager, Hugo, Oklahoma