An Interactive Two-Day Course of Instruction...

- Learn from leading advocates and mediators
- Discuss effective skills and techniques to obtain better outcomes for your clients
- Actively engage in discussions with presenters
- Gain new practice development skills

Who Should Attend?

- Litigators
- In-House Counsel and Other Corporate Users of Mediation
- Mediators
- Judges
- Claims Professionals

What Past Participants Have Said...

“Great content and speakers. I learned a great deal, networked, and picked up valuable techniques.”

“Really enjoyed interactive discussions and ability to share ideas with experienced colleagues.”

“Excellent format. Produced a broad range of perspectives and experiences. Very valuable!”

Special Deal!

Registrants for the Institute receive 15% off registration for the 30th Annual Southern California Mediation Association Conference in Los Angeles on November 2–3, 2018.

Visit the below website for more information.

www.ambar.org/med2018

Space is Limited. Register Today!
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Learn From Experienced Practitioners

Program faculty will answer your questions on an array of topics, such as:

- Proper drafting of a mediation agreement and retention letter
- How and when to use an apology
- Proper use of risk analysis
- Emotional and psychological issues in mediation
This two-day interactive institute features rare opportunities to learn from some of the leading mediators and advocates in America. Each plenary session features an expert mediator and skilled advocates discussing each phase of the mediation process. Small group discussions led by experts in the field follow the plenary session panels. The opportunity for mediators and advocates to interact in small facilitated groups provides a unique environment to enhance your skill, knowledge and understanding of the mediation process.

**THURSDAY, OCTOBER 25**

**8:00–9:00 am**
Registration and Continental Breakfast

**9:00–9:10 am**
Welcome and Introductions

**9:10–10:30 am**
Preparation for Mediation
Experience increases showing that the longer the time frame in which mediation is not a simple "red car/unpaved road" scenario. It's not just the mediator's power that is at stake. All of the parties may be engaging in a negotiation or litigation strategy to benefit them.

**10:30–11:15 am**
Small Group Discussions on Preparing for Mediation
Preparation for Mediation is not the same as preparing for trial. However, some aspect of litigation strategy and planning is essential. Problem solving the facts, skills, and techniques of good litigation are considered.

**11:15 am–12:30 pm**
Lunch

**12:30–3:40 pm**
Small Group Discussions on the Dynamics of the Joint Session
The dynamic of the joint session is one of the most hotly debated topics in mediation. In this session, we will examine the components of a joint session in an employment law dispute with the Rozell case. Can the mediator create a problem-solving environment for the parties and their clients sign on or do they create a "taxing" environment that results in the parties resolving the dispute? You decide.

**3:40–5:00 pm**
Break

**5:00–5:30 pm**
Self-Advocacy

**5:30–6:30 pm**
Keynote Luncheon: Have it Your Way—Essential High-Powered Techniques of Good Litigation
Share your thoughts, "pro" or "con" to topics in hand.

**6:30–8:00 pm**
Networking Reception

**6:30–9:00 pm**
Mediation Marketing Plenary

**9:00 am–12:30 pm**
**Continental Breakfast & Networking**

**10:30–11:05 am**
Revisiting the Caucus Phase Part II: "Early" Caucus Seminar
The joint session (or no joint session) is one of the most hotly debated topics in mediation. What are their pros and cons? Can good intentions lead to success? Can the mediator create a problem-solving environment for the parties and their clients sign on or do they create a "taxing" environment that results in the parties resolving the dispute? You decide.

**11:05–11:15 am**
Lunch

**11:15 am–2:15 pm**
Plenary Part II: "Later" Caucusing
The joint session (or no joint session) is one of the most hotly debated topics in mediation. What are their pros and cons? Can good intentions lead to success? Can the mediator create a problem-solving environment for the parties and their clients sign on or do they create a "taxing" environment that results in the parties resolving the dispute? You decide.

**2:15–3:00 pm**
Break

**3:00–4:00 pm**
Small Group Discussions on Negotiating the "Early" Caucus Phase
As preparing for trial. However, some aspect of litigation strategy and planning is essential. Problem solving the facts, skills, and techniques of good litigation are considered.

**4:00–5:00 pm**
Break

**5:00–5:30 pm**
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**6:30–9:00 pm**
Mediation Marketing Plenary

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**Continental Breakfast & Networking**
Preparation, preparation, preparation. Show the behind-the-scenes efforts to veteran plaintiff and defense counsel will—insurance coverage, economic caps and of issues from establishing liability, the "blue car" accident. Rather, personal in mediation is not a simple "red car/ arbitrator’s. Discuss in detail how to present and how it is presented during a joint session. Share your experience in joint counsel and the mediator will demonstrate held at McDermott Will & Emery. It's after lunch, the posturing has taken place, great umbrage as to the opposing thoughts and experiences. Examine and explore the timing and content of demands and in "later" stages of the mediation. Should you show or "sacrifice" lesser issues? Share your ideas and approaches that you have seen in hundreds of mediations and arbitrations. Be candid. Likewise, the savvy advocate never miss an opportunity to educate have seen and learned through participating in thousands of mediations and negotiations. The key difference in mediation prep, the opportunity of an early caucus in a mediation Ethics Plenary. 12:05–12:45 pm Keynote Luncheon with Hon. Michael R. Panter, (Ret.). is a former U.S. District Court judge, he was an active trial lawyer with his own law firm for 30 years. He brings a broad perspective to his practice, having served both as a neutral and as an advocate in hundreds of mediations and arbitrations. 2:45–3:00 pm Small Group Discussions on Negotiating in the "Later" Caucus Phase. Never miss an opportunity to educate, inform and enhance your skill, knowledge and understanding of the mediation process. Small group discussions will be facilitated by the ABA dispute resolution section chair. This session will allow participants to discuss in detail and explore the timing and content of demands and in "later" stages of the mediation. Should you show or "sacrifice" lesser issues? Share your ideas and approaches that you have seen in hundreds of mediations and arbitrations.

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4:00 pm Adjourn

Registro de la conferencia

La conferencia se registrará bajo el nombre “Mediation Marketing Plenary”. El código de registro para esta conferencia es: 300. Este nombre es el que aparecerá en el Certificado de Asistencia que recibirán los asistentes. Los invitados que se inscriben como grupo deben utilizar la misma información que se indicó para la inscripción individual.

Costo: El costo de la conferencia es $465 por persona. Se aplicará un descuento por grupo, con un mínimo de 4 personas. El costo por grupo se reduce en $25 por persona.

Fecha de Cierre de Inscripción: La fecha de cierre de inscripción es el 15 de junio de 2018. Las inscripciones recibidas después de esta fecha no se aceptarán.

Cancelaciones y Refund: Todas las inscripciones que se cancelen con antelación a la fecha de cierre de inscripción recibirán un reembolso de toda la cuota. No se aceptarán cancelaciones después de esta fecha. No se realizarán reembolsos en caso de ausencia.

Información de Reserva: Para reservar su lugar, visite nuestra página web en americanbar.org/mediation y seleccione "Links & Resources". Desde ahí, seleccione "Programs & Events" y luego "Register for an Event". Desde allí, seleccione "Members Only" y luego seleccione el evento deseado. En seguida, seleccione "Register Now".

Información de Reserva por teléfono: Para reservar su lugar por teléfono, llame al 1-800-285-2221. No se aceptarán registraciones por teléfono.

Información de Reserva por correo electrónico: Para reservar su lugar por correo electrónico, envíe un correo electrónico a Melissa.buckley@americanbar.org y remítala usando el asunto "Register for Event - Advanced Mediation and Advocacy Skills Institute 2018".

Información de Reserva por fax: Para reservar su lugar por fax, llame al 312-988-5850 y remítala usando el asunto "Register for Event - Advanced Mediation and Advocacy Skills Institute 2018".

Información de Reserva por correo postal: Para reservar su lugar por correo postal, envíe una solicitud en forma de carta firmada a American Bar Association, Attn: Services Center – Event/Meeting Registration Department, 530 N. Dearborn, Suite 14-120, Chicago, IL 60654.
This two-day interactive institute features rare opportunities to learn from some of the leading mediators and advocates in North America. Each plenary session feature an expert mediator and skilled advocates discussing each phase of the mediation process. Small group discussions led by experts in the field follow the plenary session panels. The opportunity for mediators and advocates to interact in small facilitat-g groups provides a unique environment to enhance your skills, knowledge and understanding of the mediation process.

THURSDAY, OCTOBER 25

8:00–9:00 am Introduction and Continental Breakfast

9:00–10:10 am Preparing for Mediation

10:15–12:15 pm Dynamics of the Joint Session Plenary

12:15–1:15 pm Lunch

12:15–1:15 pm Keynote Luncheon: Have It Your Way—High-Powered Negotiation Strategies for Getting What You Want

Presenter: Roberta Zung

2:10–3:40 pm Small Group Discussions on Preparing for Mediation

Preparers: Michael A. Pope

3:40–5:30 pm Preparing this Plenary

Yes, mediators, as well as advocates, are subject to the same rules and challenges in mediation. What are they? How can they impact the outcome? What can you do about it? Preparing for mediation is not a simple "red car/blue car" accident. Rather, personal preparedness during each phase of the mediation process. Small group discussions led by experts in the field follow the plenary session panels. The opportunity for mediators and advocates to interact in small facilitat-g groups provides a unique environment to enhance your skills, knowledge and understanding of the mediation process.

10:45–11:45 am Small Group Discussions on Negotiating in the "Early" Caucus Phase The mediator is the key to the process and therefore the mediator’s role and power. "Early" caucus provides an opportunity to strategize, get the "right" information and work to "influence" the other party’s perception of their position. Preparers: J. Scott L. Russell

12:45–1:45 pm Lunch

2:15–3:15 pm Small Group Discussions on Negotiating in the "Mid" Caucus Phase The "Mid" caucus is the stage in the mediation process where the mediation cards start to get turned “upside-down” with the mediator in an effort to “harness the mediator’s power.” In this session the mediator will use this “one-on-one” session to reach an understanding of the principle issues and explore strategies to ensure mediation is successful. Preparers: Robert J. Gaglione

3:50–5:00 pm Break

5:00–6:00 pm Continental Dinner & Networking

FRIDAY, OCTOBER 26

8:00–9:00 am Welcome and Thought Leadership Panel

9:00–10:10 am Negotiating in the Caucus Phase Part I: "Early" Caucus Negotiating in the Caucus Phase is a tool that can determine the outcome? Can good intentions lead to adverse consequences? As you sit across from the other party, do you know what is the right course of action? Share your thoughts and experiences. Preparers: Paul E. Burns

10:15–11:15 am Lunch

11:15–1:15 pm Small Group Discussions on Mediation

Preparers: Michael A. Pope

12:15–1:15 pm Keynote Lunch: Mission: IMPOSSIBLE

Presenter: Hon. Michael R. Downes (Ret.)

1:45–2:45 pm Small Group Discussions on Negotiating in the "Later" Caucus Phase Examine and explore the timing and content of demands and offers in "later" stages of the mediation process. What are the pluses and minuses of a joint session in an employment law context? As you sit across from the other party, do you know what is the right course of action? Share your thoughts and experiences. Preparers: Matthew W. Argue

3:00–4:00 pm Break

3:45–4:45 pm Managing Marketing Plenary

Now more than ever the U.S. Supreme Court’s decision in the Bates case, the world of lawyers has been turned “upside-down” with advertising. Will you choose to accept that impossible, unattainable offer of the “law of the land” or will you use mediators, as well as advocates, to get your case on track to a successful outcome from the get-go. Preparers: Jeffrey T. Zaitz

4:45–5:45 pm Keynote Luncheon: Mission: IMPOSSIBLE

Presenter: Hon. Michael R. Downes (Ret.)

5:00–6:00 pm Continental Dinner & Networking

REGISTRATION FORM

ABA Section of Dispute Resolution

October 25–26, 2018 | ABA Offices | Chicago, IL

Visit http://ambar.org/med2018 for the link to the scholarship application of participants. Please register early to ensure a seat.

American Bar Association, Attn: Service Center – Meeting/Event Registrations Department, 321 N. Clark Street, Floor 16, Chicago, IL 60654 | Secure Fax Number: 312-988-5850

Firm/Organization

Submit to: American Bar Association, Attn: Service Center – Meeting/Event Registrations Department, 321 N. Clark Street, Floor 16, Chicago, IL 60654

Registration Fee

Full Name (please print)

Email (required)

Address

City, State, ZIP

Fax Number

Telephone

Room Block:

Room Block:

Mail the completed form to:

Room Block:

Mail the completed form to:

$184/night

Kinzie Hotel, 20 West Kinzie Street, Chicago, IL 60654

$149/night

Hyatt Regency Chicago, 153 North Riverside Plaza, Chicago, IL 60602

Room Block:

...

$119/night

Chicago Marriott Suites Downtown, 203 East Prudential, Chicago, IL 60611

SPECIAL NEEDS

American bar association does not permit credit card payments or check payments. Checks must be made payable to American bar association. Questions regarding this form should be directed to Melissa.buckley@ambar.org.

For ABA Use Only

For ABA Use Only

Other

OTHER

Program Information for ABA Sections

Confirmed registrants should notify Melissa.buckley@ambar.org in order to receive a refund less a $50 processing fee. Cancellations must be received by October 5, 2018 via email or fax.

In the event of a technical problem, you can reach the call center by calling 800-285-2221.

To obtain a refund, contact the call center or submit your request to Melissa.buckley@ambar.org.

To protect your credit card security, we are accepting credit card payments only through online registration or over the phone at 1-800-285-2221. Fax mail registrations will not be accepted.

MEMBER/STUDENT INFORMATION

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11:05 am–12:05 pm
Negotiating in the Caucus Phase

Break

12:15–1:15 pm
Negotiating in the Caucus Phase Part II: “Early Cessation”
A mediator should not encourage the
resolution of a dispute. You decide.

Break

12:45–1:45 pm
Keynote Luncheon with Hon. Michael R. Panter, (Ret.)

THURSDAY, OCTOBER 25

8:00–9:00 am
Registration and Continental Breakfast

9:00–9:10 am
Welcome and Introductions

9:10–10:00 am
Presenters: Michael A. Pope
McGinley & Simmons, PLLC

10:00–10:15 am
Opening Session

10:20–11:35 am
Small Group Discussions on
Preparation for Mediation
Preparation for mediation is not the same as preparing for trial. However, some aspects of strategy and presentation carry over. How
injury disputes deal with a wide range of issues from establishing liability, insurance coverage, economic caps and
other issues. The typical personal injury case seen in mediation is not a simple “red car/
black box” case. This session will
explore some of the strategies, including limitations on what is
known as “late discovery.” The concepts of
negotiating in the Caucus Phase will be presented.

11:35 am–12:15 pm
Lunch

12:15–1:15 pm
Keynote Luncheon
Have it Your Way—Essential High-Powered Negotiating
Getting What You Want

Preventer: Rebecca Zung
Branding Free From and
Obstacles to Achieving a Favorable
Outcome

Whether it’s negotiating for a car, a job, a raise, or the resolution of a lawsuit, we are
negotiating every day in life and in business. Rebecca Zung, a veteran defense lawyer who
has been recognized as one of the Top 1%
10:00–10:15 am

10:20–11:35 am
Small Group Discussions on
Preparation for Mediation

Presenters: Michael A. Pope
McGinley & Simmons, PLLC

Break

12:15–1:15 pm
Lunch

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Keynote Luncheon

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Full Name ____________________________________________________________________________
Firm/Organization ____________________________________________________________________________
Email __________________________________________
Title __________________________________________
Address 1 __________________________________________
Address 2 __________________________________________
City, State, Zip __________________________________________
Phone __________________________
Email __________________________________________

REGISTRATION FORM
ABA Section of Dispute Resolution
Advanced Mediation and Advocacy Skills Institute
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Presenters: Michael A. Pope
McGinley & Simmons, PLLC

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