

Mediation Bootcamp: Your Essential Guide to Excelling at Mediation for Lawyers

Alternative Dispute Resolution / Young Lawyers Central Division



In-Person



Webcast

Date: Monday, September 24, 2018 | 9:00 am to 1:00 pm

Location: Twenty Toronto Street Conferences and Events
20 Toronto Street, 2nd Floor, Toronto

Program Chairs: **Sina Hariri**, Hariri Law
Jennifer Shuber, Beard Winter LLP



This program is eligible for up to 4 hrs Substantive Hours

Ensure you are ready to shine at your next mediation. Get the practical advice you need to take your representation of clients at mediation to the next level with this critical program. Our exceptional faculty will share valuation insights honed over years of experience that will leave you ready to tackle upcoming mediations with both skill and confidence.

Register now to secure your spot.

8:30 am Registration and Coffee

9:00 am Welcome and Opening Remarks

9:05 am **Setting Up Your Mediation for Success**
Megan Keenberg, Van Kralingen & Keenberg LLP
Jane Martin, Dickson Appell
Mitchell Rose, Stancer, Gossin, Rose LLP

- What are the benefits and detriments of different mediation styles?
- How to select the right mediator

9:50 am **How to Prepare Yourself for Mediation**
Megan Keenberg, Van Kralingen & Keenberg LLP

- Making the most of the pre-mediation conference
- Helpful advice for putting your best foot forward in the mediation brief

10:25 am **Strategies for Preparing the Client**
Jane Martin, Dickson Appell

- How to effectively utilize your client's knowledge of the other parties to anticipate adverse interests, priorities and goals, and to identify commonalities
- Preparing your client mentally, legally and emotionally

11:00 am Networking Break

11:15 am **Mastering the Mediation**
Harold Arkin, Chartered Mediator, and member of the Ontario and Manitoba Bars
Joyce Thomas, Thomas Litigation (London)
Moderator: Mitchell Rose, Stancer, Gossin, Rose LLP

- When should you use an opening statement and what should it contain?
- Identifying and managing interests and positions
- Negotiation techniques including anchoring and strategic pacing of bids
- Effectively using the mediator
- The ins and outs of caucusing
- How to handle impasse, bad behaviour and fatigue
- When is it time to terminate the mediation?

12:10 pm **So You Got a Deal! What Next?**

Emily Fan, Lerner LLP
Andrea McEwan, Aird & Berlis LLP

- Advice for papering the deal
- Setting yourself up for successful implementation
- When do you need court approval?
- Dealing with buyer's remorse and the regret-filled client

12:45 pm Questions and Concluding Remarks

1:00 pm Program Concludes

PROGRAM REGISTRATION IS ONLINE www.oba.org/pd

Questions? pd@oba.org