

## Your Essential Guide to Mediating Insurance Claims

*Alternative Dispute Resolution and Insurance Law*



Webcast

**Date:** Thursday, June 10, 2021 | 9:00 am to 12:00 pm

**Location:** Webcast only

**Program Chairs:** **Joe Sullivan**, Sullivan Mediation  
**Heather Vaughan**, Benson Percival Brown LLP



This program is eligible for up to 2hr30m Substantive Hours and 30m of Equality, Diversity and Inclusion Hours.

Mediation can be an important tool for disputed insurance claims and the outcome of the mediation will be determined by your understanding of the mediation process, as well as your preparedness. Our experienced panel of insurance lawyers and ADR professionals will guide you through the entire mediation process, including how to prepare for a mediation, representing your client at the mediation and managing client expectations, and steps to take after the completion of a mediation, all with a focus on issues unique to the insurance law context. Whether you are a plaintiff lawyer or defense counsel, this discussion will provide you with a thorough understanding of how to successfully mediate an insurance claim. Join us for this practical and comprehensive program!

9:00 am Welcome and Opening Remarks

9:05 am **Mediation in Auto Insurance Claims**

**Joe Sullivan**, Sullivan Mediation

**Kathleen Urdahl**, Global Mediations

Our panel will provide guidance on preliminary issues such as which party pays for mediation in auto insurance claims, the mediation agreement, the mediation brief, as well as material settlement terms.

11:25 am

**Post-Mediation Considerations: Confidentiality and Next Steps after a Failed Mediation**

**Steve Atkinson**, Harrison Pensa LLP

**Lucy Lee**, Cohen Highley LLP

- Discuss key caselaw related to mediation confidentiality
- Gain insights on next steps after a failed mediation

9:35 am **Diversity Considerations in Mediation**

**Mana Khami**, Harrison Pensa LLP

**Marshall Schnapp**, Schnapp Mediation & Arbitration

Gain practical guidance on important diversity and inclusion considerations for the mediation process, including mediator selection.

11:45 am Q&A and Concluding Remarks

12:00 pm Program Concludes

10:00 am **Health Break**

10:15 am **Best Practices for Plaintiff Lawyers**

**Shane Katz**, Singer Kwinter

**Anandi Naipaul**, Ross & McBride LLP

This panel will cover best practices for lawyers representing plaintiffs at mediation, including:

- When to propose mediation
- How to prepare your client for mediation
- Strategies for preparing your mediation brief
- Tips for a strong mediation opening
- Managing your client's expectations

10:55 am **Defense Counsel Perspectives**

**Jason Hickman**, Laxton Glass LLP

**Dara Lambe**, Lerner LLP

This panel will cover best practices for lawyers representing insurers, including:

- Preparing the insurer to receive adequate settlement authority
- Understanding the plaintiff's theories
- Strategies for preparing your mediation brief
- Tips for a strong mediation opening

**PROGRAM REGISTRATION IS ONLINE** [www.oba.org/pd](http://www.oba.org/pd)

Questions? [pd@oba.org](mailto:pd@oba.org)