



Tips to make virtual mediation work for your client!



Skills & Strategies for Representing Your Client at Mediation

with Mitchell Rose

Thursday, December 10, 2020
Live webinar with chat

*includes 60 day replay**

9:00 am – 10:30 am (Pacific)

10:00 am – 11:30 am (Mountain)

11:00 am – 12:30 pm (Central)

12:00 pm – 1:30 pm (Eastern)

1:00 pm – 2:30 pm (Atlantic)

1:30 pm to 3:00 pm (Newfoundland)

**This program features real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live Q & A. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.*

WHO SHOULD ATTEND

This program is designed for lawyers who represent clients at mediation, or wish to add representing clients at mediation to their existing practice. It will appeal to litigators, in-house and corporate counsel, and other users of mediation. It is not designed for mediators.

ABOUT THE PROGRAM

Most lawyers will, at some point, be required to represent a client at mediation. Do you have the skills and strategies to optimize the outcome for your client? This convenient, highly practical program will give you essential tools and techniques to competently and effectively represent your client at each stage of the mediation process. You'll get an inside perspective from Chartered Mediator and experienced litigator Mitchell Rose about how to make the most of every opportunity, including how to write a persuasive brief, how to master "joint" sessions, how to get more value from your mediator, and how to anticipate and respond to ethical dilemmas. By the end of the webinar you'll have a better understanding of what it takes to achieve a positive resolution at mediation. Topics include:

- Why virtual mediation is now virtually mandatory
- Hidden dangers in mediation agreements and what to do about them
- Strategies for managing client expectations
- Tactics to neutralize personal attacks and bullies
- Building resilience when you're caught off-guard
- When to stay and when to walk away
- Settlement offer essentials
- Why "Minutes" matter

This program is suitable for lawyers with varying levels of experience in representing clients at mediation. Don't miss this opportunity to learn over 40 tips on what makes a great mediation advocate!

SCHEDULE (Eastern)

12:00 pm - 1:30 pm

Welcome and introduction

What is mediation advocacy?

Why mediate?

Preparing for the mediation

Making the most of the mediation, with special "virtual" considerations

- Beginning
- Middle
- End

Ethical issues in mediation

Program wrap-up and evaluation

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PRAISE FOR PAST MEDIATION PROGRAMS

- *Appreciated the focus on tactics. That's all I care about. All lawyers know what mediation is. Too many programs don't give tactics enough time.*
- *Thank you for a very informative presentation. I appreciated the quotes, stories and caselaw included in the materials.*
- *Excellent discussion of how to be effective at mediation, and specific tips and strategies.*
- *Great speaker, very credible. I learned a lot, especially from the fact scenario discussions.*
- *Excellent presenter with lots of useful content. Should be required before attending mediations.*

MEET YOUR PRESENTER



Mitchell Rose is the principal of Mitchell Rose Law and Rose Dispute Resolution. A mediator since 2007, and a litigator for most of his 25 years at the bar, Mitchell resolves various types of civil disputes, including employment, commercial, estates, insurance and property matters. Mitch's opinion on legal and mediation issues is frequently sought from mainstream media, and he writes and speaks extensively on mediation and mediation advocacy. Mitchell holds a Chartered Mediator designation from the ADR Institute of Canada, and is a Fellow of the International Academy of Mediators, and is a Member of the Canadian Academy of Distinguished Neutrals. He is the current Chair of the Ontario Bar Association's Alternative Dispute Resolution Section.



ON: This program contains 1.25 Substantive hours and 0.25 Professionalism hours.

BC: This program has been approved for 1.5 CPD hours, including 0.25 hours of professional responsibility and ethics, client care and relations, and/or practice management.

SK: This program has been approved for 1.5 CPD hours.

NB: CPD application is pending.

Lawyers in other mandatory CPD jurisdictions may count their attendance towards their CPD requirement/plan.

Seminar Partners is an Accredited Provider of Professionalism Content by the Law Society of Ontario and a pre-approved CPD Provider of the Law Society of British Columbia.

✓ Yes, I want to attend Skills & Strategies for Representing Your Client at Mediation

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* Materials will be distributed electronically in advance. Live webinars feature real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live questions and verbal responses by the presenter. The recording of the webinar is available for 60 days.

REGISTRATION FEE:

- On or before November 20, 2020: \$140.00 + \$18.20 (13%) HST* = \$158.20 - Save \$25.00!**
- After November 20, 2020: \$165.00 + \$21.45 (13%) HST* = \$186.45
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