



*Don't go to  
mediation without  
attending this  
program!*



# So You're Going to Mediation... How to Do It Right!

*with Brian Gibbard  
& Paul Taberner*

**Tuesday, December 12, 2017**  
**Live webinar with chat**  
***includes 30 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)

*\*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

Whether you are new to mediation or a seasoned practitioner, this seminar will increase your existing skills so you can become a more powerful force in reaching the best settlement possible for your client.

## ABOUT THE PROGRAM

Sooner or later, most litigators will advise and represent a client at mediation. Unfortunately, few litigators have ever received formal training in mediation advocacy. This, despite the fact, that inadequate preparation by counsel almost always guarantees a poor result. So what makes a good mediation advocate? And how is mediation different from litigation? This tip-packed webinar will provide real-world insights from experienced mediators about the unique preparation that mediation requires, and how counsel can competently and effectively represent a party in mediation.

Using examples from their own 4,500 plus mediations, Brian Gibbard and Paul Taberner will share proven strategies and techniques to help you maximize the results you obtain for your client. Topics include what you should know about your own case and the other side's case; settlement options to consider; who should attend the mediation; what to include in pre-mediation submissions; the offer-counter-offer process; what to disclose to the mediator and when to speak away from the mediator; how mediators break deadlocks; and, do's and don'ts of confirming settlement terms.

Diligently and thoroughly preparing for mediation, and effectively participating in mediation, are essential to mediation success. Don't miss this unique opportunity to learn these important skills. The principles taught will apply across all practice areas.

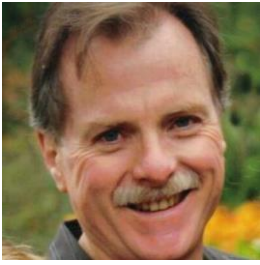
## SCHEDULE (Eastern)

**12:00 pm - 1:30 pm**

Welcome and Introduction  
Mediation v. trial, Mediation v. arbitration  
Strengths and weaknesses of the mediation process  
How to prepare for mediation  
How mediators operate at mediation  
Mediation progression/stages  
How to effectively participate in mediation  
Overcoming deadlocks  
Confirming the settlement  
Program Wrap-up and Evaluation

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## MEET YOUR PRESENTERS



**Brian L. Gibbard** is a Chartered Mediator and a Qualified Arbitrator. He was called to the British Columbia bar in 1981 and has been working in dispute resolution since 1998. He has mediated more than 2,000 cases. He has a particular interest in insurance-related conflicts.

Brian practiced law for 36 years, 25 years of which were with Greiner Bethell and Company in Burnaby doing criminal and civil litigation, with a focus on personal injury, commercial disputes, and building construction. He was the managing partner for 10 years. Brian is Board Chair of mediate B.C., a member of the B.C. Mediation Roster, and past President of the Commercial Mediation Association of British Columbia. He is also a member of the British Columbia Arbitration and Mediation Institute and the Alternate Dispute Resolution Institute of Canada.



**Paul D. Taberner** is a Chartered Mediator who specializes in commercial mediation. He was called to the B.C. bar in 1971 and has mediated more than 2,500 disputes since 1993. He works in the areas of professional liability, negligence, insurance, multi-

party construction, wills and estates, personal injury, franchising, and strata disputes. Paul has a particular interest in family business disputes and conflicts arising in the construction industry. He sits on the mediators' panel of the Insurance Dispute Resolution Services of B.C. and the B.C. Arbitration and Mediation Institute, and is a member of the B.C. Mediation Roster, and a former director of Mediate B.C. Paul is active in teaching dispute resolution techniques within the legal community and to other professional groups.



**ON:** This program is eligible for up to 1.5 Substantive hours.

**BC:** This program has been approved for 1.5 CPD hours.

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

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 Upper Canada and a pre-approved CPD Provider of the Law Society of British Columbia.

✓ **Yes, I want to attend So You're Going to Mediation: How to Do It Right!**

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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 30 days.

**REGISTRATION FEE (with ON HST\*):**

**On or before November 20, 2017: \$135.00 + \$17.55 (13%) HST\* = \$152.55 - Save \$25.00!**

**After November 20, 2017: \$160.00 + \$20.80 (13%) HST\* = \$180.80**

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**Register online:** <http://seminarpartners.ca/register-for-courses/>

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