

**EXCELLENCE IN MEDIATION ADVOCACY:
HOW TO BEST REPRESENT YOUR CLIENT IN MEDIATION**

Presented by:

The International Academy of Mediators (IAM)

A fellowship of preeminent commercial mediators

In partnership with the

ADR section of the Oregon State Bar



Wednesday, October 17, 2007, Governor Hotel, Portland, Oregon

Course Description (application for CLE credits has been made)

Attorneys and clients have embraced mediation but are finding that the quality of their mediation experience varies. A panel of nationally recognized mediators who have collectively mediated over 25,000 disputes will share their perspectives and experience. The program is designed to help advocates better represent their client in mediation. It will be advanced and highly interactive. The panel has been guided by an outstanding Advisory Committee composed of Portland lawyers.

Agenda

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| 1-1:10 | Welcoming Remarks:
<i>Susan Hammer</i> , Portland, Oregon, IAM Fellow |
| 1:10-2:15 | Successful Negotiation Strategies at Mediation: Improvisational Techniques that Will Beat the Banker: <i>Jeff Krivis</i> , Los Angeles, California, IAM Fellow |
| 2:30-3:30 | 15 Things that Don't Help the Mediator and 15 Things that Motivate the Mediator:
An Owner's Manual for the Proper Operation of Your Mediator:
<i>Cliff Hender</i> , Toronto, Canada, IAM Fellow; <i>Tracy Allen</i> , Detroit, Michigan, IAM Fellow; <i>Jeff Kichaven</i> , Los Angeles, California, IAM Fellow
Moderator: <i>Eric Galton</i> , Austin, Texas, IAM Fellow |
| 3:30-3:45 | Break |
| 3:45-4:55 | Mediation Advocacy Skills: New Ways to Enhance Success at Mediation:
<i>Karin Hobbs</i> , Salt Lake City, Utah, IAM Fellow; <i>Bruce Meyerson</i> , Phoenix, Arizona, IAM Fellow |
| 4:55-5:00 | Closing Remarks: <i>Susan Hammer</i> |
| 5:00-6:00 | <i>No Host Reception</i> |

Advisory Committee

Paula Barran, Barran Liebman LLP
Steve Brischetto, Law Offices of Steve Brichetto
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Registration Form

Fees:

- ADR Section, Oregon State Bar Association or IAM Member: \$95**
- Non-Members: \$125**

(Please type or print clearly)

Name _____

Firm _____

Address _____

City _____

State _____ **Zip Code** _____

Phone _____ **Fax** _____

Email address _____

Method of Payment Cheque (Payable to International Academy of Mediators)

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Credit Card # _____

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All Cancellations must be made in writing 48 hours in advance. Equivalent substitution permitted with notice. Note:
Credit cards will be processed under the name Base Consulting & Management Inc. Receipts will be emailed

For further information, please contact Renee Levine at 416-494-1440 x 227
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