



# ADR STRATEGIES

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You are receiving this communication as a result of your interest in alternative dispute resolution (ADR).

Sometimes cases are very difficult to settle. If you want to settle, in my experience, you need to address some of these key obstacles:

- Not having the key decision maker present.
- Unrealistic goals of the litigants.
- Missing discovery which might clarify a key fact or issue.
- Not the right time in the process.
- A “deal killer” person attending the mediation. Might be a “moral support” person and not a litigant.

Many years ago I received a Ph.D. from the University of Michigan in Communications. Before I went to law school I taught interpersonal relations, group interaction, conflict resolution, intercultural communication courses and served as a jury consultant. I apply the communication issues and solutions I taught, coupled with over 25 years of legal practice experience to my alternative dispute resolution practice. I am, also, pleased to serve on the Board of Governors of Loyola Law School and to be Managing Director of **CaseXplorer<sup>®</sup> Arbitration<sup>™</sup> (CXA)**, the innovative online arbitration evaluative tool. Feel free to call me to discuss CXA. To find out more information on CXA, click on the following link: [CaseXplorer Arbitration](#).

### THINK ABOUT THIS PRIOR TO YOUR NEXT MEDIATION/ARBITRATION

Please contact me to discuss your next mediation. You may call me on my direct line: (310) 552-9800 or e-mail me on my personal e-mail: [jkessler@kesslerandkessler.com](mailto:jkessler@kesslerandkessler.com).

To schedule a mediation with me, please call my Case Manager Mai Nakazawa at (310) 552-9800 and **WE WILL MAKE IT HAPPEN**. I am, also, available on the USDC Mediation Panel and as an Arbitrator or Mediator through the American Arbitration Association Arbitration and Mediation Panels. **PLEASE NOTE MY NEW STREET ADDRESS AND SUITE NUMBER 1880 Century Park East, Suite 1402, Los Angeles, California 90067.**

Please visit my website: [www.joanbkessler.com](http://www.joanbkessler.com)

To change your address or remove your name from my list call me at (310) 552-9800 or just send me an email to [jkessler@kesslerandkessler.com](mailto:jkessler@kesslerandkessler.com).

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