



ADR STRATEGIES

JOAN B. KESSLER, JD, PhD

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

Some important mediation issues for your consideration:

- **Are the litigants being realistic about the possible case outcomes? Can the attorneys, in conjunction with the mediator, help the litigants be more realistic?**
- **Is there anything in addition to money that will resolve the dispute? Is the mediator able to get the parties and counsel to think outside the box?**
- **Have emotions clouded the litigants' ability to make informed business decisions about settlement? Can counsel and the mediator help focus the parties on the settlement objectives and reduce the emotional component?**
- **Is the mediator able to effectively communicate with all parties and counsel?**

Many of these issues regularly come up at a mediation and reinforce the importance of effective communication skills.

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 30 years of legal practice experience to my alternative dispute resolution practice.

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.

To schedule a mediation with me, please call my Case Manager Janis Watson 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

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.

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