



## ADR STRATEGIES

### JOAN B. KESSLER, JD, PHD



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

In this year of Court closures and challenges in getting cases set for trial given all the Court cutbacks, I try to assist parties in settling disputes by just getting **back to basics**. To that end, I suggest the following:

1. Always bring **all relevant parties** to the mediation session. Although I have had telephonic and Skype participation, in person communication is the best.

2. **Be Flexible**. Sometimes, dramatically new and different information surfaces during the mediation and you have to be able to bend as these "bomb shells" surface.

3. Make sure participants **have authority to settle before** entering mediation. Plaintiffs need authority to accept offers and Defendants need authority to make offers. You may need to adjust and seek additional or different sources of authority as the session or sessions progress. At least start out with a meaningful level of authority.

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.

#### 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@adrservices.org](mailto:jkessler@adrservices.org).

To schedule a mediation or arbitration please call my case manager Eve Thorstens at (310) 201-0010 at ADR Services, Inc. If the date you desire is not available please call me on my direct dial number (310) 552-9800 and **WE WILL MAKE IT HAPPEN.**

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@adrservices.org](mailto:jkessler@adrservices.org).

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