



ADR STRATEGIES

JOAN B. KESSLER, JD, PHD

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

To help bring a mediation to a successful resolution, I employ the following:

- Have counsel submit short briefs with bare bones facts, succinct legal analysis and submission of only key documents.
- Determine what each side really wants. What is really non-negotiable?
- Assess whether the “last and final offer” is really the “last and final” offer after the parties hear their down side risks.
- Avoid getting mired in the factual disputes. It is more about what each side will agree to than what the true facts are. Yet, everyone may need to vent a bit.
- Understand that realistic solutions mean that the parties may not leave happy with the result, but are satisfied with the finality.

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@kesslerandkessler.com.

To schedule a mediation or arbitration with me, please call my Case Manager Mai Nakazawa at (310) 552-9800 and **WE WILL MAKE IT HAPPEN**. Ms. Kessler is, also, available on the USDC Mediation Panel and through the American Arbitration Association Arbitration and Mediation Panels. Ms. Kessler is pleased to announce that she has been named to the Board of Governors of Loyola Law School.

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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