



ADR STRATEGIES

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

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 at the mediation.
- Unrealistic goals of the litigants.
- Some discovery is missing which would give a clear picture of a key fact or issue.
- Not the right time in the process.
- The involvement of a “deal killer” person in the mediation process. Sometimes this is not one of the litigants, but someone who is there “to give moral support”.

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 my 20 years of legal practice experience to my alternative dispute resolution practice.

THINK ABOUT THIS PRIOR TO YOUR NEXT MEDIATION/ARBITRATION

To set up a mediation or arbitration, please call my Case Manager Audra Shackelford at (310) 201-0010 or email her at audra@adrservices.org. To contact me via email use jkessler@adrservices.org or call me on my direct line: (310) 552-9800.

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@adrservices.org.

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