



# MEDIATION STRATEGIES

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You are receiving this communication as a result of your interest in resolving disputes through mediation.

Some important mediation issues for your consideration:

- **Is the litigant being realistic about the possible case outcome? Can the attorney, in conjunction with the mediator, help the litigant 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.

Over 30 years ago I received a Ph.D. from the University of Michigan in Communications. For the 15 years before I went to law school in 1983 I taught interpersonal relations, group interaction, conflict resolution and intercultural communication courses. Many of the communication issues and solutions I taught, I have applied over the years in my mediation practice in resolving disputes in various areas including real estate, business, employment and trust/estate matters.

### THINK ABOUT THIS PRIOR TO YOUR NEXT MEDIATION

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

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

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