



## ADR STRATEGIES

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

Mediations traditionally take place in 2 or more conference rooms. Hopefully the coffee is good and strong. That is the norm. A week or so ago I settled a matter commenced in early December and settled in mid March.

What happened for 3 ½ months? A lot. There was only one traditional mediation session, held in 2 conference rooms and lasting about 10 hours. The issues were identified during that session. I met the players, but there was much work, research, analysis, etc. that everyone needed to do. Over the next 3 ½ months the process continued. There were regular telephone calls to counsel, their experts and consultants. Counsel and the parties worked very hard and it settled because:

- **Patience pays off. Everything can be settled if we hang in there.**
- **Even if parties are geographically far apart matters may be resolved.**
- **Use of experts can be very helpful in resolving disputed issues.**
- **Never say Never!**

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

**I remember with great reverence the ultimate negotiator, Warren Christopher, who we lost last week and who I had the pleasure of working with. He will always be a role model for me.**

#### THINK ABOUT THIS PRIOR TO YOUR NEXT MEDIATION/ARBITRATION

To set up a mediation or arbitration, please call my Case Manager Audra 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 on my direct line: (310) 552-9800.

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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