

Norfolk & Portsmouth Bar Association presents

# MAXIMIZING RESULTS IN MEDIATION

An Interactive CLE Seminar



Thursday, September 11, 2008

1:00 P.M. - 4:30 P.M.

Dominion Tower, 4th Floor

3 CLE Credits

## FACULTY:

Michael R. Katchmark - Willcox & Savage, P.C.

Paul L. Warren - Mediation & Arbitration Services of Virginia, LLC

## MODERATOR:

W. Ryan Snow - Crenshaw, Ware & Martin, P.L.C.

## TOPICS TO INCLUDE:

- Effectively preparing clients for the mediation process
- Strategies and tactics in a mediation scenario
- Differences between "winning" in mediation and "winning" at trial
- Mediation presentations that make resolutions more likely
- Crafting "out of the box" solutions – moving beyond the settlement check
- The Endgame – finalizing the deal



To register, complete the form below and mail with payment to:  
Norfolk & Portsmouth Bar Association  
999 Waterside Drive, Suite 1330, Norfolk, Virginia 23510

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## Maximizing Results in Mediation CLE

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Members – \$60.00 Non-Members – \$90.00