



ABA Section of
Dispute Resolution

IN COOPERATION WITH THE STATE BAR ADR SECTIONS AND COMMITTEES OF ARIZONA, COLORADO, LOUISIANA, NEW MEXICO, OKLAHOMA, TEXAS; THE U.S.-MEXICO BAR ASSOCIATION; AND THE ASSOCIATION OF ATTORNEY MEDIATORS

6th Annual ABA Section of Dispute Resolution Program

ADVANCED MEDIATION AND ADVOCACY SKILLS TRAINING

OCTOBER 11-12, 2007 | HYATT REGENCY SAN ANTONIO | SAN ANTONIO, TEXAS



FEATURING

Small Group Sessions To Encourage Full Participation

High Faculty-To-Participant Ratio To Maximize Skills

Limited Attendance

Practice Development Tips And Strategies

Cocktail Reception With The Faculty

WHAT PAST PARTICIPANTS SAID . . .

“It is one of the most worthwhile programs I have attended in the nearly 40 years I have been in this business.”

“Each session and leader generated their own brand of valuable content, perspectives, insights and chemistry - a real professional treat.”

“I really enjoyed it and learned so much. In addition to the articulate, knowledgeable presenters, the exceptional mix of people in terms of advocates/mediators, geographical background, and subject matter expertise contributed so much to the discussions.”

“Very beneficial and helpful program with many valuable points. I am very glad I participated.”

A TWO-DAY INTERACTIVE COURSE

Join expert mediators and mediation advocates, including corporate counsel and litigators, in the most advanced mediation program available. This two-day advanced program will offer participants multiple opportunities for interactive sessions with some of the leading mediators and mediation advocates in the United States. In addition to plenary sessions on each stage of the mediation process, faculty members will facilitate small group workshops and discussions, allowing participants unparalleled feedback to enhance their mediation skills and their abilities to advance their clients' goals at all stages of mediation.

Enrollment will be limited to take advantage of high faculty-to-participant ratios. Special features include a presentation by faculty members on how to market and develop your mediation practice and a luncheon program where Professor Andrea Schneider will share mediation tips and strategies from the Section's new publication, *The Negotiator's Fieldbook*.

Accreditation/CLE: 12.0 hours of MCLE credit, including 1.0 hour of ethics credit, have been requested in 60-minute states. 14.4 hours of MCLE credit, including 1.2 hours of ethics credit, have been requested in 50-minute states.

For more information go to the ABA Section of Dispute Resolution web site at: www.abanet.org/dispute



ADVANCED MEDIATION AND ADVOCACY SKILLS TRAINING

THURSDAY, OCTOBER 11

8:00 am

REGISTRATION AND CONTINENTAL BREAKFAST

9:00 am

WELCOMING REMARKS AND INTRODUCTIONS

Speaker: Bruce Meyerson

9:15 am / Plenary

PREPARING FOR MEDIATION

Mediators, corporate counsel, and litigators reveal preparation techniques that maximize opportunities for favorable settlements.

Speakers: Jeff Jury, Deborah Masucci, J. Scott Sheehan

10:00 am / Break

10:15 am

FOLLOW-UP GROUP DISCUSSIONS

In-depth discussion about issues such as written submissions, process design, managing client expectations, administrative details and pre-mediation conferencing.

11:45 am / LUNCH

DEVELOPING AND MARKETING A DISPUTE RESOLUTION PRACTICE

Mediators with robust practices will share practical and proven business advice with participants on how to build a successful mediation practice.

1:30 pm / Plenary

THE JOINT OPENING SESSION IN MEDIATION

Learn how mediators work to create a problem-solving environment in the first hour of a mediation, and how advocates use that time to set expectation levels.

Speakers: Judith Kaleta, Lela P. Love, Jennifer Rustay

2:30 pm

FOLLOW-UP GROUP DISCUSSIONS

Find out how the opening is used by mediators and advocates to set the stage for a successful outcome and explore the strategies on whether or not to make opening statements, and if so, by whom.

3:45 pm / Break

4:00 pm

OPEN FORUM: COMMON ETHICAL ISSUES FACED BY MEDIATORS AND ADVOCATES

Speakers: Bruce Meyerson and Faculty

6:00 pm

COCKTAIL RECEPTION WITH FACULTY

Meet the entire faculty and take advantage of their many years of experience in the field of dispute resolution.

FRIDAY, OCTOBER 12

8:00 am

CONTINENTAL BREAKFAST

8:45 am / Plenary

NEGOTIATING IN THE CAUCUS STAGE OF MEDIATION

Learn how skilled mediators and advocates use the private caucus to probe for information, develop options, refine interests, and conduct reality testing.

Speakers: Phillip M. Armstrong, Homer C. La Rue, Leonard W. Woods

9:45 am

FOLLOW-UP GROUP DISCUSSIONS

Examine and explore the techniques expert mediators and advocates use during a private caucus to move toward resolution.

11:00 am / Break

11:15 am / Plenary

BREAKING IMPASSE IN MEDIATION

Skilled mediators will share tips on avoiding and addressing impasse. Advocates will describe when to “hold'em or fold'em” at the mediation table.

Speakers: Talmage Boston, Karin S. Hobbs, Jocelyn M. Torres

12:30 pm / Lunch

LESSONS FOR MEDIATORS FROM THE “NEGOTIATOR’S FIELDBOOK”

Professor Andrea Schneider, co-editor of this cutting-edge publication of the Section of Dispute Resolution, will explain how the latest research in negotiation can improve your effectiveness as a mediator and mediation advocate.

2:00 pm

FOLLOW-UP GROUP DISCUSSIONS

These sessions will permit a highly focused examination of the factors causing impasse, and how mediators and advocates use patience and creativity to get the job done. Facilitators will use concrete case examples to sharpen your impasse-breaking techniques.

3:15 pm

OPEN FORUM: CONFERENCE WRAP UP

Participate with the faculty in a wide-ranging group discussion intended to answer any remaining questions you may have.

3:45 pm

ADJOURN

SMALL GROUP DISCUSSIONS AND A HIGH LEVEL OF PARTICIPATION

Following each plenary session, expert facilitators will enhance your learning experience by exploring key topics in a small group setting. Learn from other skilled mediators and advocates, and have your questions answered in a highly interactive learning environment.

On Thursday, the luncheon discussion will focus on business development tips and strategies to help you expand and market your mediation practice. Program faculty will be available to join you for a cocktail reception on Thursday to continue your learning and networking experience.

On Friday, the luncheon speaker will be Prof. Andrea Schneider, one of the leading scholars in conflict resolution. Co-editor of the new publication of the Section of Dispute Resolution, “The Negotiator’s Fieldbook,” Professor Schneider will discuss how the latest research in negotiation transfers to mediation and how mediators and mediation advocates can draw upon this research to enhance their effectiveness.

PLENARY SPEAKERS AND FACILITATORS

Phillip M. Armstrong
Georgia Pacific
Corporation
Atlanta, GA

Paul W. Breaux
Peacemakers Mediation
Service, LLC
Baton Rouge, LA

Jeff Jury
Burns Anderson Jury
& Brenner, L.L.P.
Austin, TX

David Levin
Second Judicial
District Court
Albuquerque, NM

James S. Miller
JAMS
Denver, CO

Gail Puckett
Federal Aviation
Administration
Oklahoma City, OK

J. Scott Sheehan
Greenberg Traurig
Houston, TX

Courtenay Bass
Gilbert Mediation Group
Dallas, TX

Philip E. Cutler
Cutler, Nylander & Hayton
Seattle, WA

Judith S. Kaleta
Department of
Transportation
Washington, DC

Lela P. Love
Benjamin N. Cardozo
School of Law/Yeshiva
University
New York, NY

Lawrence R. Mills
Mills Meyers Swartling
Seattle, WA

Lynne Rothschild Stern
Louisiana Mediation
and Arbitration, Inc.
New Orleans, LA

Jim Stone
JAMS
Denver, CO

Trey Bergman
Bergman ADR Group
Houston, TX

Sherman D. Fogel
Fogel & Bronnenkant, P.A.
Phoenix, AZ

Kimberlee K. Kovach
South Texas
College of Law
Austin, TX

Deborah Masucci
AIG Litigation
Management
New York, NY

Cecilia H. Morgan
JAMS
Dallas, TX

Jennifer Rustay
Hagans Burdine
Montgomery Rustay
Winchester
Houston, TX

Jocelyn M. Torres
City of Albuquerque
Albuquerque, NM

Talmage Boston
Winstead PC
Dallas, TX

Cliff Hendler
DRS Dispute Resolution
Services LP
Toronto, ON

Homer C. La Rue
JAMS
Columbia, MD

Bruce Meyerson
ABA Section of
Dispute Resolution
Phoenix, AZ

John Phillips
Blackwell Sanders LLP
Kansas City, MO

Andrea K. Schneider
Marquette University
Law School
Milwaukee, WI

Deanna Tuley
Deanna M. Tuley
Associates
Avon, CO

Andrea Braeutigam
Oklahoma State University
Stillwater, OK

Karin S. Hobbs
Hobbs Mediation
Salt Lake City, UT

Leonard W. Woods
Davis & Wilkerson, P.C.
Austin, TX

LEARN FROM EXPERIENCED PRACTITIONERS

To ensure that the small group sessions address issues and topics relevant to your practice, background information about each facilitator will be available before the program. You can select the small group discussions most relevant to your practice or those that will give you new ideas and strategies to enhance your skills.

Program faculty will answer your questions on an array of topics, such as:

Proper drafting of a mediation agreement and retention letter

Proper use of risk analysis

Emotional and psychological issues in mediation

How and when to use an apology

Ethical dilemmas

Developing and marketing a dispute resolution practice

Advanced techniques for adding value

REGISTRATION

To register please complete the form and mail or fax it to the ABA Section of Dispute Resolution.

Registration Deadline

Registration Ends: 10/1/07

All registrations after the 10/1/07 deadline must register on-site at the conference.

HOTEL INFORMATION

Hyatt Regency San Antonio

123 Losoya St.

San Antonio, Texas 78205

Book your lodging by phone or web.

Call: 800-233-1234

Online: <http://www.hyatt.com>

\$195 per night

Rooms will be offered at this rate until September 12, 2007.

Refer to ABA Dispute Resolution Section Mediation Training for special rates.

PROGRAM MATERIALS

In addition to the program materials, all participants will receive a complimentary copy of the Creative Problem Solver's Handbook Volume 1 by John W. Cooley.

DISCOUNTS

Register three or more people at the same time to receive an additional \$50 reduction on each program tuition. Larger group discounts and special rates for full-time law students, academics, and government employees also are available. For more information, contact us at 202-662-1680.



REGISTRATION FORM

Advanced Mediation and Advocacy Skills Training | 6th Annual ABA Section of Dispute Resolution Program

Register by Mail: **ABA Section of Dispute Resolution**, 740 15th St. NW, Washington D.C., 20005 Fax: 202-662-1683 Phone: 202-662-1680

Full Name		First Name for Badge	
Firm/Organization		Title	
Address			
City	State	Zip	
Phone #	Fax #	E-mail	

Conference Registration

All registrations after the 10/01/07 deadline must register on-site at the conference.

Registration Fee

(Before 10/01/07)

ABA-DR Section Member (\$150 Savings) Member ID #:	\$675	\$
Cooperating Organization Member (\$150 Savings) Member ID #:	\$675	\$
ABA Member (\$100 Savings) Member ID #:	\$725	\$
Non-Member	\$825	\$

Payment Information

Amount Due: \$ _____

- By Check (enclosed). Check # _____ Payable to "ABA - DR Section"
 By Credit Card VISA MasterCard American Express

Card Number	CC Verification Code**	Expiration Date
Cardholder's Name	Signature	

CANCELLATION POLICY: Cancellations must be made in writing and received by 9/19/07. Total refund less a \$50 processing fee. No refund will be granted after that date except in the written case of medical emergency or extenuating circumstance approved by the Section.

SPECIAL NEEDS: Please check here and attach a statement describing your needs. We will confirm arrangements.

****CC Verification Code: REQUIRED**— Visa & MC last 3 digits on the back of the card in the signature line; AMEX last 4 digits on front right above card number.



ABA Section of
Dispute Resolution

740 15th Street N.W.
Washington, D.C. 20005



6th Annual ABA Section of Dispute Resolution Program on:

**ADVANCED MEDIATION
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Register Now! October 11-12, 2007