



In-Person Only

MEDIATION ADVOCACY –

Creating Value Through Negotiation / A Six-Step Process

Monday, April 17, 2023

Registration: 11:45 A.M. | Program: 12:15 – 1:30 P.M.

Orange County Bar Association | 4101 Westerly Place, Newport Beach, CA 92660 (*Free Parking*)

SPEAKERS



Darren Aitken
Aitken Aitken & Cohn
Partner, Personal Injury Litigator



Rebecca Callahan
American Arbitration Association
Mediator – Arbitrator, Moderator



Scott B. Garner
Umberg Zipser LLP
Partner, Business Litigator

PROGRAM CHAIR:
Nadia D. Vazirian
Safran Cabin Inc.

- **Step One:** Getting on the road to mediation. When is the right time?
- **Step Two:** Initial Presentations. How much to disclose (or not) and to whom?
- **Step Three:** Getting the negotiation ball rolling. What are effective (ineffective) opening moves?
- **Step Four:** Keeping the negotiation ball rolling forward. What are effective settlement building techniques?
- **Step Five:** The negotiation ball stops rolling. What might break the impasse at or after the close of the mediation?
- **Step Six:** Closing the deal. What are effective post-mediation techniques that keep the negotiation alive and get the deal done outside of mediation?

OCBA Members	\$40
Non-OCBA Members	\$55

Register online at
ocbar.org

*Advance registration required. Limited seating.
For assistance, please contact the OCBA at education@ocbar.org.*

Registration deadline is Monday, April 10, 2023. Cancellations must be received in writing via fax or e-mail 3 business days prior to the meeting date to receive a refund. Registration may not be transferrable; certain conditions apply. This activity has been approved for Minimum Continuing Legal Education Credit by the State Bar of California in the amount of 1.25 hour(s) MCLE, as appropriate to the content of the activity. OCBA is a State Bar approved MCLE provider and certifies that this activity conforms to the standards for approved education activities prescribed by the rules and regulations of the State Bar of California governing MCLE. No partial credit. OCBA reserves the right to substitute speakers.

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Return this form to OCBA, P.O. Box 6130, Newport Beach, CA 92658 - Fax: 949-440-6710.

If you are registering by fax or mail within 3 days of the event, please contact info@ocbar.org to ensure registration.

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