

The Strategic Mediation Advocate



Minnesota State Bar Association
Continuing Legal Education
Your State Bar at Work for You

How to Maximize Results for Your Client

Wednesday, June 5, 2013

Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370 | Minneapolis

Video replay details inside.



Minnesota Continuing
State Bar Legal Education
Association

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For more information

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or to register for this course.

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Video replay dates available.

DATES & LOCATIONS

LIVE PRESENTATION

Wednesday, June 5, 2013

Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370; Minneapolis

VIDEO REPLAYS

Schedule times for replays may differ from the live presentation due to abbreviated lunch and break periods. Start times are as indicated below. Register at least one week in advance to secure your copy of the materials on the day of the seminar.

Minneapolis – 7/31/13

(Registration 8:30; Replay 9:00)
Minnesota CLE Conference Center
Seventh Street and Nicollet Mall
Third Floor City Center

St. Cloud Area – 1/24/14

(Registration 8:45; Replay 9:00)
Minnesota School of Business
1201 Second Street South
Waite Park

Duluth – 9/6/13

(Registration 8:30; Replay 9:00)
Radisson Hotel Duluth – Harborview
505 West Superior Street

Moorhead – 7/15/13

(Registration 9:00; Replay 9:15)
Moorhead Public Library
118 Fifth Street South

COURSE INFORMATION

CREDITS

Minnesota CLE is applying to the Minnesota State Board of Continuing Legal Education for **6.0 standard CLE credits**. This course also qualifies for **6.0 Continuing Education in ADR credits**.

NEW LAWYER SCHOLARSHIP PROGRAM

In recognition of the challenges facing lawyers entering the profession, Minnesota Continuing Legal Education has established a scholarship program for unemployed and underemployed lawyers admitted fewer than three years. Those wishing to apply for such assistance should contact Grant at **651-254-2111** or **gdavies@minncle.org** for details.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend this seminar, please contact us as soon as possible. Contact Minnesota CLE at 2550 University Avenue West, Suite 160-S, Saint Paul, MN 55114 or call us at 651-227-8266 or 800-759-8840.

CANCELLATION POLICY / NO-SHOW POLICY

Paid registrants who cancel their registration at least 3 business days before the program will receive a full credit on their account; if fewer than 3 business days, a \$25 administrative fee will be deducted.

QUESTIONS?

Call Minnesota CLE at **651-227-8266** or **800-759-8840** or visit us on the web at **www.minncle.org**.

The Strategic Mediation Advocate

Attorneys know that mediation can be incredibly valuable or a complete waste of time. **This seminar will focus on skills that enable attorneys to get the most out of mediation;** including selecting the right mediator for each specific case, using pre-mediation and convening techniques in a proactive way, utilizing the mediator effectively in the dance of negotiation, knowing when joint or separate sessions are strategically appropriate, and understanding the techniques that mediators use to break deadlocks.

Mediation should not be about giving up control to a third party to settle your case. **You should be an integral and essential force in reaching a settlement that is best for your client.**

Using real-world examples, stories from her 4,000+ mediations, social science research and personal insights, **Nina Meierding will teach you how to better understand the process, use the mediator to your advantage, and maximize results for your client in mediation.**

SEMINAR SCHEDULE:

8:30 – 9:00 a.m.	CHECK-IN & CONTINENTAL BREAKFAST
9:00 – 9:45 a.m.	How to Choose the Right Mediator for Your Specific Case: Understanding Mediation Models and Styles
9:45 – 10:45 a.m.	Getting Ready: The Strategic Use of Pre-Mediation and Convening Processes to Help Prepare Your Mediator
10:45 – 11:00 a.m.	BREAK
11:00 a.m. – 12:00 p.m.	The Dance of Negotiation: Why the Right Answer at the Wrong Time Becomes the Wrong Answer
12:00 – 1:00 p.m.	LUNCH (on your own)
1:00 – 1:45 p.m.	Separate and Joint Sessions: Choosing For a Reason
1:45 – 2:45 p.m.	Understanding Mediator Techniques for Breaking Deadlocks (Includes Mediator's Proposals, Bracketing, Delivering Offers and Demands, Timing, Unilateral Concessions, Reality Testing and More)
2:45 – 3:00 p.m.	BREAK
3:00 – 4:00 p.m.	Breaking Deadlocks (continued)
4:00 – 4:30 p.m.	Recap, Feedback, and Questions & Answers



About Nina Meierding

Nina Meierding was the Director and Senior Mediator of the Mediation Center in Ventura, California from 1985-2007 and has mediated more than 4,000 disputes. She is an adjunct professor at Pepperdine University School of Law and Southern Methodist University, and has taught communication and culture seminars in England, Ireland, Sweden, Scotland, India and throughout the U.S.

REGISTRATION FORM

281-13 / tmm

The Strategic Mediation Advocate

Wednesday, June 5, 2013
Minnesota CLE Conference Center

PLEASE "✓" APPROPRIATE BOX:

LIVE (6/5/13)
 \$245 MSBA member \$245 paralegal \$295 standard rate

VIDEO REPLAYS
 \$215 MSBA member \$215 paralegal \$265 standard rate

LOCATION _____ **DATE** _____

NEW LAWYER DISCOUNT!

I was first admitted to the bar after June 5, 2010, and have deducted \$60 from the registration fee marked above.

I have a MN CLE Season PassSM. Pass # _____

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