



Minnesota Continuing
State Bar Legal Education
Association

2550 UNIVERSITY AVE W #160-S, SAINT PAUL MN 55114

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Minnesota Continuing
Legal Education

The Strategic Mediator

Wednesday, June 6, 2012

Video replay dates available.

DATED MATERIAL – PLEASE EXPEDITE!



RECYCLABLE



For more information

Scan code for more information
or to register for this course.

The Strategic Mediator

This all-new training by mediation expert, Nina Meierding, is designed for serious mediators who want to improve their mediation skills, decision-making, instincts and results!



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

Wednesday, June 6, 2012

Minnesota CLE Conference Center
Seventh Street & Nicollet Mall | Third Floor City Center | Minneapolis
Video replay details inside.

DATES & LOCATIONS

LIVE PRESENTATION

Wednesday, June 6, 2012

Minnesota CLE Conference Center
Seventh Street & Nicollet Mall, Third Floor City Center, 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 – 7/31/12

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

Bemidji – 7/26/12

(Registration 8:30; Replay 9:00)
Holiday Inn Express
2422 Ridgeway Avenue NW

Brainerd – 7/27/12

(Registration 8:30; Replay 9:00)
Brainerd Public Library
416 Fifth Street South

Duluth – 9/14/12

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

Mankato – 7/12/12

(Registration 8:15; Replay 8:30)
Farrish Johnson Law Office
Eastwood Industrial Centre
1907 Excel Drive

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 less than three years. Those wishing to apply for such assistance should contact Grant at 651-254-2111 or [gdavies@minncle.org](mailto:g Davies@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 Mediator

All mediations are unique. That's why mediators must evaluate the conflict, adjust to the parties and attorneys, and remain thoughtful and flexible throughout the process. Mediators shouldn't do things out of habit or because other mediators do them a certain way. Whatever you do as a mediator should have a purpose. In this training, you'll learn how to approach your mediations strategically and initiate moves for good reasons.

Using real-world examples, stories from her 4,000+ mediations, social science research and personal insights, Nina Meierding will teach you how to refine your mediation techniques and refresh your practice with new approaches and strategies that really work!

A full day of in-depth discussion for serious mediators!

SEMINAR SCHEDULE:

8:30 – 9:00 a.m.	CHECK-IN & CONTINENTAL BREAKFAST
9:00 – 9:45 a.m.	Choosing Between Facilitative and Evaluative Mediation: A Matter of Strategy, Not Style
9:45 – 10:45 a.m.	Convening the Mediation Process: The Beginning Really Does Impact the End
10:45 – 11:00 a.m.	BREAK
11:00 a.m. – 12:00 p.m.	The Art and Science of Separate and Joint Sessions: Choosing With a Reason
12:00 – 1:00 p.m.	LUNCH (on your own)
1:00 – 1:45 p.m.	Working Effectively with Attorneys: Partnering for Settlement
1:45 – 2:45 p.m.	Achieving a Durable Agreement: Tips for Breaking Deadlocks (Includes Mediator's Proposals, Bracketing, Delivery of Offers, Timing, Dealing with Reactive Devaluation, and Concessions)
2:45 – 3:00 p.m.	BREAK
3:00 – 4:00 p.m.	Achieving a Durable Agreement (continued)
4:00 – 4:30 p.m.	Moving Towards Conscious and Unconscious Competence: Transferring Information to Your Working Memory



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

656-12 / tmm

The Strategic Mediator

Wednesday, June 6, 2012
Minnesota CLE Conference Center

PLEASE "✓" APPROPRIATE BOX:

LIVE (6/6/12)
 \$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 6, 2009, and have deducted \$60 from the registration fee marked above.

I have a MN CLE Season PassSM. Pass # _____

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