



Multnomah Bar Association

Tuesday, October 22, 2013 3:00 – 5:00 p.m.

World Trade Center Mezzanine Room, Building 2, 26 SW Salmon, Portland

Registration forms with payment must be received by the MBA office by October 21 or the "at the door" registration fee will apply.

This seminar will be worth two OSB MCLE credit. Two Washington MCLE credit can be obtained individually.

Registrants who miss the seminar may request the handout materials. Sorry, no refunds. Substitutions are welcome; non-members may be subject to an additional fee. Accommodations available for persons with disabilities; please call in advance for arrangements.

Mediation is a Contact Sport

How to Get the Best Possible Result for Your Client

"Mediation is a Contact Sport." So said the late Sid Lezak, former United States Attorney for the District of Oregon, and godfather of mediation of civil cases in Oregon. By this, he meant that mediation between represented parties, before lawyer-mediators, is not a touchy-feely process seeking an objectively fair resolution of disputes. This is not to say that mediators don't encourage consideration of the opponent's legitimate needs (legal, financial, and emotional) or that counsel should be disrespectful or insensitive to the other side. However, mediation is part of the litigation process, not separate from it. Indeed, one of the best tactics in mediation is for counsel to make clear that he or she is ready, willing, and able to go to trial. Mediation is adversarial, and the preparation and tactics of counsel can make a big difference in the result. In this program, respected litigators Jane Paulson, Paulson Coletti and Dave Markowitz, Markowitz Herbold Glade & Mehlhaf and experienced mediator Rich Spier, share leading edge ideas for effective representation of clients in mediation.

For more information: Call Shannon Armstrong, Markowitz Herbold Glade & Mehlhaf at 503.295.3085. For registration questions, call the MBA at 503.222.3275.

Name Firm Billing Address Phone OSB #

Register me for the seminar as indicated: MBA Member \$55.00, MBA Member at the door \$60.00, Non-MBA Member \$85.00, Non-MBA Member at the door \$90.00. I will not be attending but would like to order: CD ROM / & Handouts (Member) \$55.00, CD ROM / & Handouts (Non-Member) \$85.00

Send form and payment to: Multnomah Bar Association 620 SW 5th Ave Ste 1220 Portland OR 97204 Fax 503.243.1881 (for credit cards only) Ph 503.222.3275

Payment Options: Check (enclosed) or Visa MasterCard American Express Acct # Exp. Date Security Code Signature