

Successful Commercial, Employment and Taxation Mediation

Presented in cooperation with the NJSBA Dispute Resolution Section and the Senior Lawyers Special Committee

Civil litigators traditionally see themselves as advocates looking for a win against an adversary. Mediation, however, requires a different skill set that includes philosophies and strategies that will enable expert litigators to resolve a dispute in a way that involves some compromise and still ends in the best possible resolution for their clients. In this insightful and practical seminar, advocates and mediators will share their tips, insights and strategies.

Strategies that get the job done!

The program is divided into four segments:

Segment 1: "How to Effectively Negotiate in Mediations" will cover negotiating strategies and techniques, critical skills and succeeding in emotionally charged mediations. Attendees will gain helpful insights into negotiation theory and skills applicable to mediation.

Segment 2: "Effective Representation in Commercial Mediations." This segment will provide tips and cautions on how to best prepare for mediation, engage in productive negotiations, evaluate strengths of legal positions, make and assess proposals, engage in creative deal making, manage client's expectations and emotions, guide clients through the mediation process, get past impasse, and arrive at the best possible outcome. Related tax considerations will be discussed.

Segment 3: "Effective Negotiation and Valuation of Damage Components in the Mediation of Employment Matters." This panel will discuss valuation of damage components in discrimination and whistle blower cases from the different perspectives of Plaintiff's Counsel, Defense Counsel and the Insurance Carrier. The panel will talk about economic losses and experts and the impact of statutory attorney fee shifting provisions on settlement negotiations. The panel will also cover how emotional distress claims, in particular, are presented and evaluated in employment mediations and discuss recent case law and jury verdicts. Related tax implications of damage awards will be discussed.

Segment 4: "Ethics – The Heart of Mediation." This segment will highlight essential ethical issues in mediation. Emphasis will be on identifying and analyzing ethical issues and controlling rules, and determining courses of action. This presentation will include the IRS voluntary disclosure program for worker classification issues.

NJ CLE INFORMATION: This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 4.1 hours of total CLE credit. Of these, 1.0 qualify as hours of credit towards ethics/professionalism.

REGISTRATION DETAILS

Seminar tuition includes breakfast and seminar materials. Visit NJICLE.com for complete directions to all locations.

TENAFLY
INTAX015117
Wed., March 8, 2017
4 p.m. to 7:40 p.m.
Clinton Inn

Can't Attend?
MCLE on CD/Handbook
CDP015117: \$210/\$168*

CREDITS
NJ CLE: This program has been approved for 4.1 credits (50 minute hour), including 1.0 ethics/professionalism credits

PA CLE: 2.5 substantive and 0.5 ethics credits pending (\$12 fee – separate check payable to NJICLE must be submitted at the end of the program)

NY CLE (Non-transitional): 3.0 professional practice and 1.0 ethics credits

NJAPM: 3.0 credits

ADVANCE REGISTRATION	FEE	TYPE
General Tuition	\$180	REG
<i>Special Discounts for NJSBA Members!</i>		
MEMBERS, NJSBA Co-Sponsoring Section	\$135	COS*
MEMBERS, NJSBA	\$144	NJB*
MEMBERS, NJSBA YLD	\$135	YLD*
Paralegals	\$117	PAR
Law Students (with Student ID)	Free	STU
Full Time Judges	Free	JUD
DOOR REGISTRATIONS	\$200	

* NJSBA Member Price.

FACULTY

Moderator/Speaker:



Simeon H. Baum, Esq.
Resolve Mediation Services, Inc.
(New York)

Speakers include:

Jairo Cano, Esq.
Agostino & Associates, PC
(Hackensack)

Stephen Daveggia
Senior Litigation Specialist,
NIP Captive (Woodbridge)

Felicia T. Farber, Esq.
Chair, NJSBA Dispute Resolution Section
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(Newark)

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2. Select Your Location:

Successful Commercial, Employment and Taxation Mediation

Wed., March 8, 2017
 4 p.m. to 7:40 p.m.
 Clinton Inn
 Tenafly (INTAX015117)

Can't attend?

For product orders please include shipping & handling.

- Audio CD/Materials CDP015117
 \$210 (plus tax & s/h) \$168* (plus tax & s/h)
 Check here to use for Attorney Certification or MCLE credit

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Year of admission	Special Tuition	Dues	You Pay Today
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OR

Select Your Tuition:
Successful Commercial, Employment and Taxation Mediation

Seminar tuition includes dinner and seminar materials.

- | | | |
|---|-------|------|
| <input type="checkbox"/> General Tuition | \$180 | REG |
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| <input type="checkbox"/> MEMBERS, NJSBA | \$144 | NJB* |
| <input type="checkbox"/> MEMBERS, NJSBA YLD | \$135 | YLD* |
| <input type="checkbox"/> Paralegals | \$117 | PAR |
| <input type="checkbox"/> Law Students (with Student ID) | Free | STU |
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Customers shipping to NJ add 7% for state sales tax	\$ _____	
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Orders more than \$250.....\$12.00		
Shipping and Handling	\$ _____	+
Total Enclosed	\$ _____	

ESZ

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