



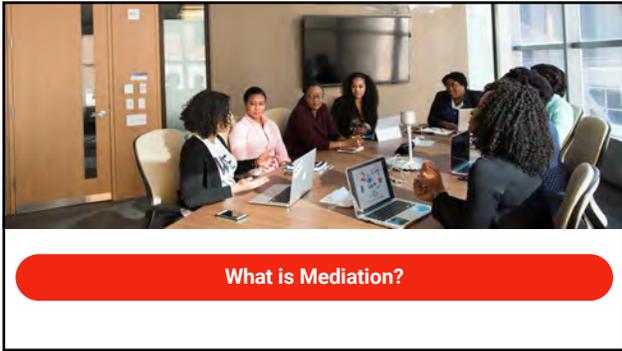
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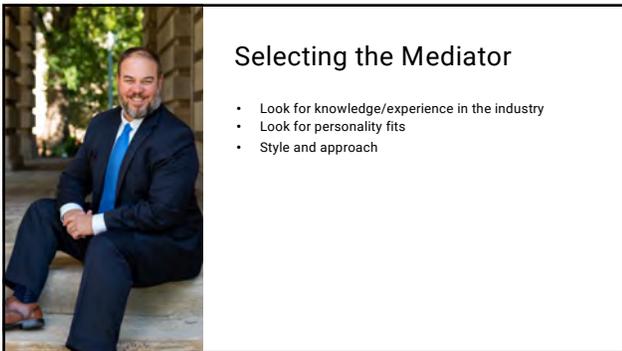
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How Do I Prepare for Mediation?

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How Do I Prepare for Mediation?

1. Consider what is important to you.
2. Consider how you would like to see the dispute resolved.
3. Know the facts of your case.
4. Review the facts, documents and issues involved.
5. Who needs to be involved on our side? (A decision maker).
6. What does a successful outcome look like for us?

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How Do I Prepare for Mediation?

1. What do I need to prove at Court to win?
2. What are the elements of my case?
3. What is the theory of your case?
4. What are my strengths and weaknesses in the case?
5. Are there common interests that already exist with the other side?

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Tips to Consider for Mediation

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Questions to Consider in Preparation

1. What is at the core of the dispute?
2. How did the dispute arise?
3. How does the other side see the facts?
4. What do you want to discuss at the mediation?
5. What does the other side want to discuss?
6. What are my limitations in making an agreement?
7. Are there things I cannot agree to that the other side will want?

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Opening/Joint Session

- How to present your side of the story?
- Who is to speak?
- What is the tone?
- Are documents to be used in the opening session?

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Additional Tips

1. Mediation is a GREAT time to learn what is going on with the other side. Listen!
2. Don't give up. Give the PROCESS time to work.
3. Who gives the first offer?
4. Negotiation before mediation? Good or Bad?
5. Look for alternatives and options. Think outside the box.

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Questions?

If you have any questions or comments, please let us know.

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