



Managed Conflict™

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Mediation

Arbitration

Investigation

Best Practices Audits

Equal Opportunity

Diversity

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Ten Sure Fire Ways to Torpedo a Mediation

- 1.** Insult or attack the other side in the joint session.
- 2.** Come in with “set in stone” minimum or maximum settlement figures.
- 3.** Bring the wrong people to the negotiation table.
- 4.** Lose your temper.
- 5.** Brag to the other side about how you will “whip them at trial.”
- 6.** Brag to the other side about what a great trial attorney you are.
- 7.** Leave the real decision maker back home or at the office.
- 8.** Set your client’s expectations too high.
- 9.** Give legal advice that you are not sure of.
- 10.** Treat the mediation as simply an opportunity for discovery.