

CTLA'S – Civil Justice Foundation Presents:

**MEDIATION/SETTLEMENT:  
NEW STRATEGIES, NEW OPPORTUNITIES**

Friday, April 11, 2014 ~ 9:00 a.m.-3:00 p.m. (Breakfast & Lunch Included)  
3:00 p.m. Tour of Medical School

Frank H. Netter, MD Medical School at Quinnipiac University  
North Haven Campus, 370 Bassett Road, North Haven, CT

**PROGRAM CHAIRMAN / MODERATOR**

Richard A. Silver, Esq., *Silver Golub & Teitell, LLP, Stamford*

**PRESENTERS**

Honorable Chase T. Rogers, Chief Justice, *Connecticut Supreme Court*  
Jennifer Gerarda Brown, J.D., Dean, *Quinnipiac Law School*, & Director, *Center for Dispute Resolution*  
Michael P. Koskoff, Esq., *Koskoff Koskoff & Bieder, PC, Bridgeport*  
Cindy L. Robinson, Esq., *Tremont & Sheldon, PC, Bridgeport*

**MEDIATION PANELISTS**

Honorable Antonio C. Robaina, *Superior Court*  
Honorable Salvatore C. Agati, *Superior Court*  
Honorable Robert Holzberg, *Pullman Comley, LLC, Hartford*  
Honorable Beverly Hodgson, *New Haven*  
Jay H. Sandak, Esq., *Carmody Torrance Sandak & Hennessey, LLP, Stamford*  
Richard J. Kenny, Esq., *Kenny O'Keefe & Usseglio, PC, Hartford*

**THE PROGRAM**

- Choosing the Mediator: Within vs. Outside Judicial System
- Case Value: Use of "Anchoring"; "Range/Bracket" Techniques
- Effective Presentation: Use of Exhibits, PowerPoint, Video
- Mediation Statement: Exchange or not to Exchange (Ex Parte)?
- Mediation with Individual Calendar Trial Judge
- Dealing with Your Client: Expectations, Demeanor, Appearance
- How to Break an Impasse at Negotiations
- Using the Mediator to Your Client's Advantage
- Mediators Orientation and Practice Affecting Success
- ADR/Judicial Mediation – the Present and the Future
- Controlling the Dynamics of Mediation
- Keys to Successful Mediation

**REGISTRATION FORM**

*Mediation/Settlement: New Strategies, New Opportunities*  
*Friday, April 11, 2014 ~ 9:00 am-3:00 p.m. followed by tour of Medical School*  
*Frank H. Netter, MD Medical School at Quinnipiac University, North Haven Campus, 370 Bassett Rd., North Haven, CT*  
**Registration Discount Deadline: Monday, April 7, 2014**

NAME \_\_\_\_\_ BADGE NAME \_\_\_\_\_  
FIRM NAME \_\_\_\_\_  
FIRM ADDRESS \_\_\_\_\_  
PHONE \_\_\_\_\_ FAX \_\_\_\_\_ EMAIL \_\_\_\_\_

**Seminar Registration (by 4/7/14)**

- CTLA Member.....  \$195  
CTLA Member licensed < 5 years .....  \$125  
Non Member .....  \$295

**After 4/7/14 add \$30 to above fees**

**Method of Payment:**       Bill me (Members Only)       Check enclosed       Please charge to my credit card  
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**Return to:** The Civil Justice Foundation, Inc., 150 Trumbull St., 2<sup>nd</sup> Floor, Hartford, CT 06103 • **PHONE:** 860-522-4345 • **FAX:** 860-522-1027