



STATE BAR
OF WISCONSIN

P.O. Box 7158, Madison, WI 53707-7158

12 Ways to Make Your Mediator Work Harder for You *Featuring Lee Jay Berman*

LIVE WEBCAST:

Thursday, November 30, 2023

WEBCAST REPLAYS:

Wednesday, December 6, 2023

Friday, December 15, 2023

Tuesday, December 19, 2023



STATE BAR OF WISCONSIN
PINNACLE

12 Ways to Make Your Mediator Work Harder for You *Featuring Lee Jay Berman*



Programs start November 30. Register today!

12 Ways to Make Your Mediator Work Harder for You

Featuring Lee Jay Berman

MEDIATION



Your mediation moment

Many lawyers don't take full advantage of the skills that mediators have to offer. Experienced mediators have taken hundreds of hours of courses in negotiation strategy and have facilitated hundreds or even thousands of negotiations. But it's your job to draw on that talent and make the mediator work hard for you and your client.

Make the most of every mediation with the skills you'll learn from a nationally known mediator at [12 Ways to Make Your Mediator Work Harder for You](#) [Featuring Lee Jay Berman](#). Maximize settlements for your clients using principles of influence and the power of persuasion. Come away knowing how to choose the right mediator and how to engage with them for the best results.

How you'll benefit:

- Discover 12 specific, actionable tips for making the most of mediation
- Review important considerations for selecting a mediator
- Learn how to ensure your mediator understands the case like you do
- Adopt effective strategies for mediation success
- Achieve better settlement results for your clients

Who should attend:

- All lawyers
- Paralegals

Register today!

Schedule

12:30 PM Program Begins

2:30 PM Break

2:45 PM Program Returns

4:30 PM Program Concludes

Following program start time, schedule may vary slightly from above listed times.

Credits

This program will be submitted to the Wisconsin Board of Bar Examiners for up to **4.5 LPM credits**.

Dates

Live Webcast

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*The November 30 live, interactive webcast will be offered via Zoom. Attendees will be able to access the Zoom link from their myStateBar accounts.

Registration

ONLINE: wisbar.org/seminars

PHONE: (800) 728-7788

FAX: (608) 257-5502

MAIL: State Bar PINNACLE
Registrations
P.O. Box 7158
Madison, WI 53707-7158

State Bar CLE/PINNACLE Passbook

registrations: Passbook certificates must be received by the State Bar at least one business day prior to the event. For in-person seminars, walk-in registrations using Passbook Certificates are also welcome.

Registration cancellations: Please visit wisbar.org/cancellations for information on PINNACLE registration cancellation policies.

Course materials for those attending the seminar:

Course materials are provided in PDF format and are downloadable from myStateBar on wisbar.org up to two days prior to and 90 days after your seminar.

COVID-19 safety information:

Complete and current safety guidelines can be found at wisbar.org/covidsafety.

Be a star both in and out of the courtroom with the State Bar of Wisconsin PINNACLE National Presenter Series. Receive coaching from nationally recognized speakers with experience helping lawyers rise to the challenges of today's legal landscape.



Featured Presenter

Lee Jay Berman began as a full-time mediator 29 years ago, and has successfully mediated over 2,700 matters, many of which were high profile cases. Chambers USA ranks him Band 1, as one of the top 13 commercial mediators in the U.S. He has been voted by his colleagues into the Who's Who of International Commercial Mediation from 2012-2023, who named him one of the 10 Global Thought Leaders in North America. *ADR Times* named him to their inaugural "Who's Who in ADR." The National Academy of Distinguished Neutrals (NADN) twice named him "Top Neutral." And the Southern California Mediation Association has honored him with both their Cloke-Millen Peacemaker of the Year (2021) and L. Randolph Lowry Award (2010) for his work as a mediator, trainer, and thought leader in the field.



He is an AAA Master Mediator for employment matters, a national panelist on their commercial and construction panels, and a select mediator on their International Center for Dispute Resolution mediation panel. He is a Distinguished Fellow with the International Academy of Mediators, a Charter Diplomat with NADS, and was one of the first 5 U.S. mediators certified by the International Mediation Institute.

Also a popular trainer, Mr. Berman founded the American Institute of Mediation after seven years as Director of Pepperdine Law School's *Mediating the Litigated Case* program (ranked #1 nationally). He has trained mediators, judges, attorneys, and business leaders across North America, Mexico, Europe, and the Middle East, as well as India, Uzbekistan, Australia, and New Zealand.

Lee Jay has been interviewed on dozens of podcasts, published numerous articles on mediation and negotiation, and the American Bar Association will be publishing two of his books in 2024.

Rave reviews for Lee Jay Berman from past attendees:

"If all CLEs were this good, lawyers would spend all their time in the classroom."

"This is easily the best CLE I have done. Lee Jay is engaging, intelligent, and well prepared."

"Really great presentation. One of the best I've attended."

"Excellent program – highly recommend! [Lee Jay] kept my attention the entire program."

"Lee Jay Berman is fantastic."

Book Bonus!

Business Litigation and Dispute Resolution in Wisconsin

Seminar attendees **SAVE 15%** on *Business Litigation and Dispute Resolution in Wisconsin*. * This invaluable guide provides a system for collecting and organizing client information, as well as numerous sample clauses for contingencies, warranties and representations, and other provisions.



* Attendees will receive information to access the discount via email after attending the program. Discount applies to both print and digital Books UnBound® editions of this title and cannot be applied to previous purchases. Offer valid as long as CLE credit is available for this program. For Books UnBound users, discount may be applied to purchase of individual Books UnBound title only and may not be used on purchase of full library.

Additional Learning Opportunities

Family Law Mediation 2023

Discover the benefits of expanding your practice to include mediation with self-represented parties in divorce cases. Understand the statutory framework governing mediators in Wisconsin and get a chance to practice skills that every mediator needs **3.5 LPM**



In-Person Madison Seminar and Live Webcast: Dec. 13, 2023

Webcast Replays: Dec. 21, 2023 | Dec. 29, 2023 | Jan. 2, 2024 | Jan. 8, 2024 | Jan. 17, 2024
Jan. 25, 2024 | Jan. 30, 2024 | Feb. 12, 2024 | Feb. 23, 2024 | Feb. 28, 2024



Adaptive Negotiation Skills Featuring Lee Jay Berman 2019

Negotiate better agreements for your clients. Delve into two strategies behind successful negotiations – distributive bargaining and integrative bargaining. Understand the nuances behind competitive and collaborative negotiation tactics and know when to blend the two styles. **6 LPM**

Webcast Replays: Dec. 7, 2023 | Dec. 12, 2023 | Dec. 27, 2023

Advanced Negotiation Skills Featuring Lee Jay Berman 2020

Discover the right negotiation strategies to achieve results for your clients. Take inventory of your strengths and weaknesses as a negotiator and add new skills to your repertoire. Learn the science behind human behavior and gain techniques for handling particularly difficult negotiations. Plus, hear 25 tips for closing a deal. **6 LPM**

Webcast Replays: Dec. 8, 2023 | Dec. 13, 2023 | Dec. 28, 2023



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Priority Code: S 4 3 3 1 B

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☐ Lawyer State Bar Member No. _____

☐ Nonlawyer Profession _____

Name _____

Firm Name _____

Address _____

City/State/Zip _____

Phone Number _____

Email _____

PAYMENT: Tuition Amount Enclosed \$ _____

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Mail to: State Bar PINNACLE Registrations
P.O. Box 7158
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Event Code: CA3581 W R R2 R3



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