The ADR Section of the Minnesota State Bar Association and Minnesota CLE proudly present . . .

**Course Information**

**ADDITIONAL MATERIALS –**

In addition to the course manual, all attendees will receive 3 Legal QuickSheets summarizing important aspects of negotiation and ADR practice.

1. Mediation Confidentiality: Rules, Statutes and Ethical Standards
2. Tips for Convening and Closing Mediations
3. Negotiation Strategy

**Parking**

Parking is available in the City Center parking ramp for only $12 per day if you arrive before 6:00 a.m. and leave after 1:00 p.m.

**CANCELLATION POLICY / NO-SHOW POLICY**

Paid registrants who cancel their registration at least 3 business days before the program will receive a full credit on their account; if fewer than 3 business days, a $25 administrative fee will be deducted. Paid registrants who fail to attend the ADR Institute will receive the written materials for the Breaking Deadlocks seminar at 600 Nicollet Mall, Suite 370, Third Floor City Center, Minneapolis, MN 55101.

**QUESTIONS?**

Call Minnesota CLE at 651-227-8266 or 800-759-8840. Or, visit us on the internet at www.minncle.org.

**SCHOLARSHIPS AND GROUP DISCOUNTS ARE AVAILABLE!**

Please contact Tim Morrow at Minnesota CLE at 651-227-8266 or 800-759-8840 for details.

**NEW LAWYER SCHOLARSHIP**

You may purchase the ADR Institute materials for $90 [plus tax and handling by calling Minnesota CLE at 651-227-8266 or 651-254-2111]. To join the MSBA go to Minnesota CLE seminars! Join the MSBA and pay less for such assistance should contact Grant at gdavies@minncle.org or 651-254-2111.

**FINANCIAL AID**

Most scholarships awarded are 50% off the seminar price. To obtain a scholarship application, contact Grant at gdavies@minncle.org or 651-227-8266. Scholarships are available to attendees only.

**ACCOMMODATION**

If you have a disability and need an accommodation in order to attend, please contact Minnesota CLE at 651-227-8266 or 651-254-2111 for details.

**PARKING**

Parking is available in the City Center parking ramp for only $12 per day if you arrive before 6:00 a.m. and leave after 1:00 p.m.

**NEW LAWYER SCHOLARSHIP PROGRAM**

In recognition of the challenges facing law students entering the profession, Minnesota CLE has established a scholarship program for unemployed and underemployed lawyers admitted fewer than three years. Those wishing to apply for such assistance should contact Grant at gdavies@minncle.org or 651-254-2111 for details.

**SCHOLARSHIPS AVAILABLE**

Minnesota CLE maintains a scholarship program for unemployed and underemployed lawyers admitted fewer than three years. Those wishing to apply for such assistance should contact Grant at gdavies@minncle.org or 651-254-2111. awarded are 50% off the seminar price.
Methods for Closing the Final Gap in Mediations
This workshop will explore ways to close the final gap in mediation that can be primarily about money. This intense moment at the end of an exhausting day of mediation can result in impasse or the default solution of splitting the difference. This workshop will consider the pros and cons of several alternatives like mediator’s proposal, final offer arbitration, bracketing, and confidential disclosure of settlement proposals.

Dealing with Practical and Ethical Issues in Personal Injury Mediations
Four experienced personal injury mediators, each with extensive trial backgrounds, discuss a variety of practical issues related to the mediator’s role in the process: subrogation issues, working with difficult clients, lawyer and client communication, and ethical issues relating to impartiality and quality of process.

Proactive Choices in Mediation Advocacy: How to Make the Best Ones for Your Clients
Mediator’s flexibility offers advocates many choices for best representing clients. The best choices depend on the type of case and what your client wants to achieve. This presentation will highlight key choices for effective representation based on the speaker’s award-winning book, Mediation Representation.

Nelson Mandela as a Negotiator: What Can We Learn from Him?
Nelson Mandela has been called the greatest negotiator of the twentieth century. This luncheon talk considers his approach to negotiating the unbanning of the ANC, the dismantling of apartheid, and his own freedom after 27 years of imprisonment. He employed classically good negotiation strategies for mediating business conflicts.

ADR in Popular Culture: 2015 Edition
The growth of the dispute resolution field has brought with it increased—and sometimes, if not tremendously—attention in the popular media. This program, updated with new content since it was last presented in 2007, will take a visual journey through some of the more interesting depictions of the field we call our own.

Tales from the Crypto: Ethical and Practical Guidance for Parenting Consultants
Using a series of hypothetical scenarios, the presenters will engage the audience in an interactive discussion of best practices and ethical guidelines for parenting consultants.

Forum on the Proposed Changes to the Rule 114 Code of Ethics
Two members of the ADR Ethics Board discuss the proposed changes to the Rule 114 Code of Ethics. While the proposed changes may not be in final form, the panel will comment on likely changes, and the participants may offer their input.

10:15 – 11:00 a.m.
Break

12:00 – 1:15 p.m.
Lunch

1:00 – 1:15 p.m.
Break

2:00 – 2:15 p.m.
Introduction and graciously sponsored by Minnesota CLE.

7:00 p.m.
Reception hosted by

10:00 – 10:15 a.m.
Break

1:00 – 1:15 p.m.
Break

2:00 – 2:15 p.m.
Break

3:00 – 3:15 p.m.
Break

4:00 – 4:15 p.m.
Break

5:00 – 5:15 p.m.
Break

6:00 – 6:15 p.m.
Break

7:00 – 7:15 p.m.
Break

8:00 – 8:15 p.m.
Break

9:00 – 9:15 p.m.
Break

10:00 – 10:15 a.m.
Break

11:00 – 11:45 a.m.
Three ADR Snapshots
Concise explanations of the three Legal QuickSheets developed for the ADR Institute.

1. Mediation Confidentiality: Rules, Statutes and Ethical Standards
   Leslie Sinner-McCormick

2. Tips for Convening and Closing Mediations
   Linda Meakley-Lohmann

3. Negotiation Strategy
   Kathryn M. Snyder

11:45 a.m. – 1:00 p.m.
INSTITUTE LUNCHEON
Boxed lunches provided by Minnesota CLE

12:15 – 1:00 p.m.
Welcome and Opening Remarks

12:15 – 1:15 p.m.
Panel 1: Mediation Basics: Your First Mediations
   Susan D. Mainzer, reviews important steps in preparing for mediation, discusses process considerations and principles to keep in mind during mediation, and offers valuable tips for closing the mediation and completing post-mediation paperwork. Most importantly, she will answer your questions about any stage of the mediation process.

1:15 – 2:15 p.m.
Panel 2: 2015 Arbitration Update: Top Ten Developments from the Past Year
   A review of legislative and case law developments affecting arbitration and the practical implications for advocates and arbitrators.

1:15 – 2:15 p.m.
Panel 3: Mediation Basics: Your First Mediations
   Susan D. Mainzer, reviews important steps in preparing for mediation, discusses process considerations and principles to keep in mind during mediation, and offers valuable tips for closing the mediation and completing post-mediation paperwork. Most importantly, she will answer your questions about any stage of the mediation process.

2:15 – 3:15 p.m.
Panel 4: Mediation Mediation: Your First Mediations
   Susan D. Mainzer, reviews important steps in preparing for mediation, discusses process considerations and principles to keep in mind during mediation, and offers valuable tips for closing the mediation and completing post-mediation paperwork. Most importantly, she will answer your questions about any stage of the mediation process.

3:15 – 4:15 p.m.
Panel 5: Mediation Basics: Your First Mediations
   Susan D. Mainzer, reviews important steps in preparing for mediation, discusses process considerations and principles to keep in mind during mediation, and offers valuable tips for closing the mediation and completing post-mediation paperwork. Most importantly, she will answer your questions about any stage of the mediation process.

4:15 – 5:15 pm.
Panel 6: Mediation Basics: Your First Mediations
   Susan D. Mainzer, reviews important steps in preparing for mediation, discusses process considerations and principles to keep in mind during mediation, and offers valuable tips for closing the mediation and completing post-mediation paperwork. Most importantly, she will answer your questions about any stage of the mediation process.
The data on the adr.com website is delayed by at least 15 minutes. Benchmark prices are indicative only and provided for informational purposes. All information is subject to market conditions and may change at any time and without notice. ADR (formally, the European Agreement concerning the International Carriage of Dangerous Goods by Road (ADR)) is a 1957 United Nations treaty that governs transnational transport of hazardous materials. "ADR" is derived from the French name for the treaty: Accord européen relatif au transport international des marchandises Dangereuses par Route).