

# **Mediation Maximus**

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**Tips to Maximize the Potential for a  
Positive Mediated Outcome and  
Avoid Wasting Time and Money**



*“Which ‘win’ is ours? Because the one on the left looks bigger.”*

## **Our Homework Assignment**

***“By failing to prepare, you are preparing to fail.”***

**Ben Franklin**

- Prepare Yourself
- Prepare Your Client

## **Know Your Interests**

Interests ≠ Goals

Interests ≠ Desires

Interests ≠ Your Slam Dunk Trial Win

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