

Mediation Maximus

Hon. Leif M. Clark, Leif M. Clark Consulting

Sylvia A. Mayer, S. Mayer Law



**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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