

Mediation for the Injury and Insurance Lawyer

Plaintiff and Defense Lawyers: Best Practices

October 18th 2022 | 12:00pm - 1:30pm | Available Via Zoom

Chair: **Joseph Sullivan**, *Sullivan Mediations*

Topics Include:

For the Plaintiff:

Leigh McFadden, *Mackesy Smye*

- When to propose mediation and how to do so
- How and when to prepare your plaintiff for mediation, managing expectations
- Tips on how to prepare your brief
- How to make an Effective Mediation Opening

For the Defence:

Brad Remigis, *Agro Zaffiro LLP*

- Preparing the insurer to obtain adequate settlement authority
- Managing Insurers' expectations
- Understanding the plaintiff's theory
- Tips on preparing the Mediation Brief for the defence
- How to make an effective defence opening

Meditators Perspective

Joseph Sullivan, *Sullivan Mediations*

- What counsel should do and not do
- The Mediation Agreement
- Who pays for the mediation - The Law, Insurance Act and Regulations
- Review of Material Settlement terms not to overlook

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