



“Mediating Monetary Claims and Damages”

Presented by Stephen J. Tresidder (Mediator and Attorney)

Friday, May 17, 2013 – 8:00 am to 5:00 pm

Macatawa Bank Community Room

141 East 8th Street, Holland, MI 49423 *

This course fulfills the SCAO 8-hr Advanced Mediation training requirement

**(The bank will be open, and their parking lot is reserved for their customers – please use on-street parking on 8th Street or the public parking ramp on 7th Street)*

Morning Session 8:00 am – 12:00 pm:

- ❖ Traditional Bargaining vs. Interest Based Bargaining
- ❖ Realities of Negotiations About Money
- ❖ Traditional Bargaining and the Mediation Process
- ❖ Facilitating Movement

Afternoon Session 1:00 pm – 5:00 pm:

- ❖ Constructing Proposals in the Face of Negative Reaction
- ❖ Mediator Tools
- ❖ Settlement Conference Clichés
- ❖ Closing the Gap

Questions? Call 616.399.1600

Training Fee: \$260
*Includes Continental Breakfast,
Boxed Lunch & Snacks*

Book: \$35
*Making Money Talk
by J. Anderson Little*

Total: \$295

Payment is due at time of registration. Please make checks payable to Mediation Services.

**If you mediate for Mediation Services, the \$260 training fee is waived.*

SPACE IS LIMITED - To register, complete and submit by email to skuite@mediationsolvesconflicts.org, fax to 616.399.1090 or mail to Mediation Services, 68 W 8th Street, Suite 140, Holland, MI 49423.
(Cancellations after April 30, 2013 will not receive a refund.)

Name (Please print as you want it to appear on your certificate)

Address

Phone

Email Address

Credit Card Number

Expiration Date

Security Code

Signature

Date