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INSTITUTE OF CONTINUING LEGAL EDUCATION

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SCAO-APPROVED 40-Hour General Civil Mediation Training

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Prices guaranteed until 10/20/22. Cannot combine discounts. **Complete Seminar Policy:** www.icle.org/info/seminarpolicies. **Cancellation Policy:** For a full refund, notify ICLE by 09/29/22. Registrants who cancel after that date will be charged a \$300 cancellation fee. No refunds will be issued after 10/06/22. **Persons with Disabilities or Dietary Restrictions:** For special arrangements, please contact ICLE no later than seven days before the seminar. **Accommodations:** Reservations are available at The Inn at St. John's in Plymouth. Please call 734-414-0600 to reserve a room. Registrants are responsible for their own hotel expenses.



THE INSTITUTE OF CONTINUING LEGAL EDUCATION
The education provider of the State Bar of Michigan

The State Bar of Michigan • The University of Michigan Law School • Wayne State University Law School • University of Detroit Mercy School of Law • Western Michigan University Thomas M. Cooley Law School • Michigan State University College of Law

Take Your Practice in a New Direction

Want to expand or reinvent your practice? Attend this SCAO-approved* seminar to mediate cases, improve your advocacy skills, or become a strategic negotiator—with five days of action-packed training. Get individualized coaching from a team of nationally recognized trainers who've been perfecting their approach to skill-building for decades. See why this event is the gold standard—it's preferred by accomplished judges and lawyers alike.

Hurry, registration is limited to 28.

You will be able to:

- Experience typical case scenarios and realistic demonstrations
- Learn how to overcome obstacles through interactive discussion
- Gain a deep understanding of parties' real motivations in mediation
- Participate in an interactive, role-playing environment
- Confidently handle the unique aspects of virtual mediation

“Brilliantly conceived, sublimely executed—undoubtedly the single best seminar in my legal career. ”

Jeffrey L. Hudson, Dean & Fulkerson PC, *Troy*

What to Expect

“Each day is devoted to specific aspects of the mediation process. And then on the final day, every person gets to do one complete mediation from start to finish with their own coach. ”

—Program Trainer Sheldon J. Stark

Program Trainers



Tracy L. Allen

Global Resolutions PLLC, *Grosse Pointe Farms*

“Wonderful. The most practical tips and stories.”
“Very knowledgeable.” “Cut to the chase very well.”

Past attendees rave about Tracy's role in this program. An international professional mediator, arbitrator, and ADR trainer, Tracy has more than 40 years in practice.

As a litigator and business tax lawyer for many years, she specializes in conflict prevention, management, resolution, and civility.



Sheldon J. Stark

Mediator and Arbitrator, *Ann Arbor*

“Brilliant! A master of process.” “Excellent trainer. Very good wit.” “An icon—well worth the price of admission.”

Shel's reviews also speak for themselves. A successful trial lawyer, award-winning CLE provider, and a distinguished visiting professor, he has been providing

ADR services since the mid-1980s. His services include mediation, arbitration, case evaluation, and neutral third-party investigations.

This hands-on training includes:

- Communication skills
- Role-play
- Dealing with difficult behavior
- Mediator opening statements
- Negotiation tactics
- Caucusing
- Reframing
- And more