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INSTITUTE OF CONTINUING LEGAL EDUCATION  
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### 40-Hour General Civil Mediation Training

Washtenaw Community College,  
Ann Arbor  
February 20-22 and March 7-8, 2025  
8:30am–5:30pm each day

Pricing (includes lunch daily)

- \$2195** General
- \$1895** ICLE Partner
- \$1745** New Lawyer (Not yet reached 4th anniversary date of MI Bar admission)

25CK-0445

Name \_\_\_\_\_

MI Bar # \_\_\_\_\_ ICLE P'ship # \_\_\_\_\_

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Prices guaranteed until 2/20/25. Cannot combine discounts. **Complete Seminar Policy:** [www.icle.org/info/seminarpolicies](http://www.icle.org/info/seminarpolicies). **Cancellation Policy:** For a full refund, notify ICLE by 02/06/25. Registrants who cancel after that date will be charged a \$60 cancellation fee. No refunds will be issued after 02/13/25. **Persons with Disabilities or Dietary Restrictions:** For special arrangements, please contact ICLE no later than seven days before the seminar. **Accommodations:** A discounted block of rooms has been reserved at Ann Arbor Regent in Ann Arbor under group codes WS1 (February event dates) and WS2 (March event dates). Visit [www.icle.org/mediation/hotel](http://www.icle.org/mediation/hotel) or call 800-973-6101 to reserve a room. Reservations must be made by 01/20/25. Registrants are responsible for their own hotel expenses.

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# Take Your Practice in a *New* Direction



## SCAO-APPROVED 40-Hour General Civil Mediation Training

February 20-22 and March 7-8, 2025  
Washtenaw Community College, Ann Arbor

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

State Bar of Michigan, University of Michigan Law School, Wayne State University Law School, University of Detroit Mercy School of Law, Cooley Law School, Michigan State University College of Law

# Take Your Practice in a New Direction

February 20-22 and March 7-8, 2025  
Washtenaw Community College, Ann Arbor

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 just five days of 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

\*Attendance at all 40 hours is required to qualify for court appointment. Supervised experience is also required. See MCR.2411(F)(2).

## 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

CLE: 37.5 | MCJE: 37.5 | Level: Basic/Intermediate

## Program Trainers



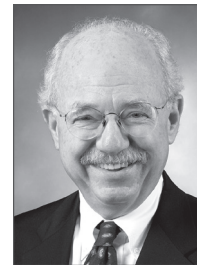
Tracy L. Allen

Global Resolutions PLLC, *Grosse Pointe Farms*

*“Wonderful. The most practical tips and stories.”*  
*“Very knowledgeable.” “Cuts 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 44 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 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 5-Day Training Covers:

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