



# *What Lies Below? Diving Deeper in Mediation*

## Advanced Mediation Training for General Civil and Domestic Relations Mediators

- DATE:** Thursday, **February 7, 2019**  
(If Grand Rapids Public Schools are closed on 2/7, training will be postponed to Tuesday, February 12, 2019)
- TIME:** 8:30 Registration & materials  
9:00 am ~ 12:00 & 1:00 ~ 5:00 Training (7 hours total)  
(Lunch on your own; feel free to bring your lunch)
- PLACE:** Kent County Courthouse, 5<sup>th</sup> Floor  
180 Ottawa Ave NW, Grand Rapids, MI 49503
- COST:** \$200 (registration via Eventbrite only, link below)

SCAO approval pending for up to 8 hours of advanced mediation training required by MCR 2.411(F)(4) and MCR 2.316 to remain on court rosters. (The full 8 hours will consist of 7 hours of in-class training and 1 hour pre-session work via the internet. See \* below.)

- **Pre-Session Exercise\*:** View a mediation video for hands-on practice identifying party needs and interests, then debrief in the training. (\*This segment is designed to include some quick pre-seminar work on your part which will allow us to shorten your in-person training by one hour! When you register, we'll send you instructions to get an hour of AMT credit via the internet from your desk or in your jammies!)
- **Beneath Positions** – arguing about positions without surfacing needs, interests and emotions can sink a negotiation; tools for discovering submerged needs and interests will be explored based on the pre-session exercise
- **Legal & Newsworthy Updates** on new statutes; Michigan Court Rules; local rules; Court of Appeals cases; Kent County ADR Plan; and sunken treasure from the news for mediators
- **Navigating Ethical Dilemmas** fresh insights for attorney-mediators as we look forward to heightened scrutiny under the Michigan Rules of Professional Conduct
- **Persuasion Strategies** - Have your negotiations run aground? Find safe harbor with persuasive styles to facilitate productive negotiation in your mediations
- **Practicing the Buddy System** share your challenges and questions from your own experience and receive practical help from a roomful of fellow experts

Registration using debit/credit cards only at Eventbrite: <https://tinyurl.com/y76xzfsh>