

Scottsdale, Arizona • November 7 - 9, 2019



IAM

Deconstructing the Mediation Process...

...Learning from the Best Mediators
Around the World

Welcome...

The IAM will be breaking new ground at our Scottsdale conference as we focus on the very practical ... and you are going to want to see it firsthand. There will be no cameras to capture this live event; to see it you will need to be there in person.



We've been bouncing this question around for some time now: How can the best mediators in the world ... get better? Regardless of how long we have been in the game, how can we learn something new that we can apply instantly to our own practices? How can we bring home new techniques, new ideas, new thoughts, new approaches that will make us instantly stronger and more successful mediators?

What are our members doing in England, for example, that could help you in California? What are the best mediators in France doing that could provide folks in Florida with some game-changing strategies? What is it that happens in Texas that keeps the clients coming back for more? How about those strategies in Toronto, or Baltimore, or Switzerland, Vancouver, or Africa? How are mediators altering their approaches to minimize, or even eliminate, the battle over numbers that plague the routine cases?

We will find out in Scottsdale, Arizona, in a unique way, and you will take home new ideas to refresh your own practice ... guaranteed. But you must be there to experience it.

In addition to other surprises, we will also highlight the small group juntos that have become a staple of IAM Conferences. Indeed, with three hours of juntos, and 15 distinct sessions, you will be able to focus on topics that are the most important to you and your practice.

So, come to Scottsdale. Bring a guest to explore the incomparable desert community in the Southwest where golf, spas, and pools await, along with some very special companion tour options.

We hope to see you November 7-9 for a unique and provocative IAM gathering unlike any we have seen before!

Mike Young
IAM Distinguished Fellow & Conference Chair

For information, please contact Richard Rejino, IAM Executive Director: Call 972-233-9107 x 211 or email richard@iamed.org or Carol Wilbur: Call 972-233-9107 x 207 or email carol@madcrouch.com

Deconstructing the Mediation Process:

Learning from the Best Mediators Around the World


2019 Fall Conference Program

WEDNESDAY, November 6


2:20 - 5:30 PM Board meeting
Members arrive in Scottsdale

THURSDAY, November 7

Spouse/Guest Activity: 9:00 AM Architectural Tour – Taliesin West/Cosanti. \$125 per person. Pre-registration required by Oct 17. 15-person minimum. Transportation provided. Leaves from hotel lobby.

9:30 – 9:45	Introductions
9:45 – 12:00	Deconstruct the Mediation Process Part 1
12:00 – 1:30	Lunch
1:30 – 2:30	Persuasion and Influence – Welcome to Mediation: Linda Demaine, JD and Ph.D. in Social Psychology
2:30 – 2:45	 PEPP TALK 1 Ghandi, Father of a Nation, Lawyer – Varuna Bhandari & Nandini Gore
2:45 – 3:00	Break
3:00 – 4:00	Scholar in Residence Address – Joint Session or Caucus? What IAM World-Class Mediators are Doing and Why - Professor Lela Love

This session reports on an IAM survey developed by Lela Love, Eric Galton and Jerry Weiss about the practices of IAM mediators in connection with using joint session or caucus. In addition to sharing survey results, the session will examine the major schools of mediation and their approach to the use of joint session, the research on the impact of using joint session and caucus, and experiences of IAM mediators with respect to the joint session.

4:00 – 5:00	 Junto 1
5:00 – 6:45	Free Time
6:45 – 7:30	Cocktail Party
7:30	Sign and Dine

FRIDAY, November 8

Spouse Guest Activity: 8:30 – 12:30 Sonoran Bike Tour – \$110 per person. Pre-registration required by Oct 31. 8 - person minimum. Transportation provided. Leaves from hotel lobby.




10:30 – 2:30: A Taste of Old Town Scottsdale Lunch Tour. \$85 per person. Pre-registration required. Deadline Oct 31. 10 - person minimum. Transportation **not** provided.

7:00 – 8:00 Optional MediTation with Steve Paul and Wendy Kramer

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- **What Is a Junto?** Benjamin Franklin established a “club (junto) for mutual improvement” in 1727. Also known as the *Leather Apron Club*, its purpose was to debate questions of morals, politics, and natural philosophy, and to exchange knowledge of business affairs. IAM has adopted this concept and incorporated it into the conference programs as a way for a circle of friends to discuss these same principles as they apply to mediation.
 - **What Is a PEPP Talk?** PEPP talks are designed to build a powerful speaker program, seek out extraordinary voices from our membership and our community who have a unique story or an unusual perspective. Predicated on the TED Talk model, IAM has incorporated these short, but impactful presentations as part of the conference programs.

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Deconstructing the Mediation Process · Nov 7-9 · Scottsdale, AZ

8:00 – 9:00	Attendance-Optional Specialty Breakfast
9:00 – 11:15	Deconstruct The Mediation Process Part 2
11:15 – 11:30	Break
11:30 – 12:30	 Junto 2
12:30 – 1:30	Lunch
1:30 – 2:30	Lying Lawyers? in Mediation? Apparently, It's True – Professor Art Hinshaw
2:30 – 3:30	 Junto 3
3:30- 3:45	 Peptalk 2
3:45 – 4:00	IAM Business Meeting
4:00 – 6:00	Free Time
6:00 – 9:00	Cocktails and Dinner

Enjoy a relaxed dinner with your IAM colleagues, followed by a post-dinner “unplugged” musical gathering and singalong with the New Trolls and Friends.

SATURDAY, November 9

Members & Guest/Spouse Activity: Afternoon Golf at the Arizona Biltmore: \$100 per person (includes green fees and golf cart). Pre-registration required by Oct 25. Tee times reserved between 1:37 and 2:27 PM (approx. 8-minute intervals, 32 spots available. (4-5 hours transportation not provided)

Optional Saturday Morning Guided Hike: \$25 per resort guest. Start time depends on season. Call the Montelucia Spa, 480-627-3020 to make reservations.

Join a resort fitness instructor on a three-hour, expertled, Camelback Mountain hike every Saturday morning, weather permitting. Omni hiking guides know Camelback Mountain dangers and are CPR and First Aid certified to provide an educational and safe guest experience. Hikers are advised to wear proper attire, footwear and sunscreen. Water and snacks are not included and may be purchased separately in Crave Café.

8:00 – 9:00	Attendance-Optional Specialty Breakfast
9:00 – 9:45	Understanding the Singapore Conference and What It Means to Mediation: Michel Kallipetis, Tat Lim, Hal Abramson
9:45 – 11:45	Deconstruct the Mediation Process Part 2
11:45 – 12:30	Open Mic
	CONFERENCE CONCLUDES
	Optional Golf Outing Saturday Afternoon

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Meet the Speakers



Linda Demaine

Session: **Persuasion and Influence — Welcome to Mediation**

Linda Demaine is a professor of law and the Willard H. Pedrick Distinguished Research Scholar at the Sandra Day O'Connor College of Law at Arizona State University. With a JD and a Ph.D. Social Psychology, Professor Demaine is also a faculty fellow with the Center for Law, Science and Innovation and affiliated professor of Psychology and director of the Law and Psychology Graduate Program at ASU.

Professor Demaine has studied with Robert Cialdini, one of the pioneers in the investigation and understanding of persuasion and influence as applied to individual decision making. Her research interests include the empirical analysis of law, legal procedure, and legal decision making, the application of legal and psychological perspectives to social issues, ethical, legal, and social issues deriving from advances in technology, and information campaigns and persuasion.

Before joining ASU in 2004, Professor Demaine was a behavioral scientist and policy analyst at RAND, where she led and participated in diverse projects, including an analysis of biotechnology patents and the strategic use of deception and other psychological principles in defense of critical computer networks. She has held an American Psychological Association Congressional Fellowship, through which she worked with the Senate Judiciary Committee on FBI and Department of Justice oversight, judicial nominations and legislation. Professor Demaine also has held an American Psychological Association Science Policy Fellowship, working with the Central Intelligence Agency's Behavioral Sciences Unit on issues involving cross-cultural persuasion.



Art Hinshaw

Session: **Lying Lawyers? In Mediation? Apparently, It's True.**

Art Hinshaw is a Clinical Professor of Law, the John J. Bouma Fellow in Alternative Dispute Resolution, and the founding director of the Lodestar Dispute Resolution Center at the Sandra Day O'Connor College of Law at Arizona State University.

Professor Hinshaw publishes and teaches in the field of alternative dispute resolution (ADR), primarily mediation and negotiation. His research bridges ADR theory and practice, and includes empirical studies on negotiation ethics and calls for professional regulation of the mediation field. Both his theoretical and practice related work have been recognized by the International Institute for Conflict Prevention and Resolution. Professor Hinshaw frequently lectures about the intersection of practice norms and ethics in both mediation and negotiation, and his teaching responsibilities include the Lodestar Mediation Clinic and Negotiation.

Prior to joining ASU, he taught at the University of Missouri School of Law and at the Washington University School of Law in St. Louis. Before his academic career, he practiced law in Kansas City, Missouri.



Lela Love

Session: **Joint Session or Caucus? What the IAM World-Class Mediators Are Doing and Why**

Besides being IAM's Scholar in Residence (SIR), Lela Porter Love is a professor of law and director of the Kukin Program for Conflict Resolution at Benjamin N. Cardozo School of Law (NYC). Her program has been ranked by U.S. News and World Report among the top ten law school programs in the US in dispute resolution since 2000. She founded (in 1985) Cardozo's Mediation Clinic—one of the first clinical programs to train law students to serve as mediators. Professor Love serves as mediator in community, employment, family, human rights, school-based and commercial cases. An active educator and participant in dispute resolution activities, she regularly conducts mediation and arbitration training programs and courses both domestic and international. Professor Love is the Past Chair of the American Bar Association Section of Dispute Resolution. In her chair year she initiated the first International Mediation Leadership Summit in the Hague. She received a

Lifetime Achievement Award from the International Academy of Mediators in 2012 and from the American College of Civil Trial Mediators in 2010 and was given the "Front Line Champion" Award at the Association of the Bar of NYC on Mediation Settlement Day in 2009. Professor Love has written widely on the topic of dispute resolution, including co-authoring three law school textbooks. Among her books are: *The Middle Voice*, co-authored with Joseph Stulberg and now in its third edition, and two collections of stories about mediations—*Stories Mediators Tell*, co-edited with IAM's Eric Galton, and *Stories Mediators Tell*—World Edition.



Hal Abramson

Session Panelist: **Understanding the Singapore Conference and What It Means to Mediation**

Professor Hal Abramson, faculty member and former vice dean at Touro Law Center, New York, teaches, trains, and writes on representing clients in domestic and international mediations, resolving intercultural disputes, and negotiations. He has taught or trained on dispute resolution in nineteen countries on six continents. For his contributions to the field of dispute resolution, Professor Abramson received the 2013 Peace Builder Award from the New York State Dispute Resolution Association. Professor Abramson is an award-winning author who has been selected for International Who's Who of Commercial Mediation, served as first scholar-in-residence for the International Academy of Mediators, and has conducted trainings in nineteen countries on six continents.



Michel Kallipetis

Session Panelist: **Understanding the Singapore Conference and What It Means to Mediation**

40 years' experience as a practicing barrister in the field of general commercial, professional negligence, and employment work, and some 15 years' as a Deputy High Court Judge sitting in Queen's Bench, Chancery and the TCC, provide a reliable basis for Michel's ability to mediate most civil and commercial disputes. Twelve years ago, he left Littleton Chambers, of which he had been Head, and founded Independent Mediators Ltd, to practice as a full-time mediator. He is recognized in The Legal Directories as an expert in his field in Mediation in the UK and internationally.

He is a Distinguished Fellow and the Vice President of the International Academy of Mediators. He was the first Chairman of the England and Wales Bar Council ADR Committee, a member of the working party which drafted the EU Code of Practice for Mediators, and gave expert opinion to JURI, the legal service committee of the European Parliament, prior to its adopting the European ADR Directive, and was a representative at the UNCITRAL Working Group II which drafted the Singapore Convention for the Enforcement of International Commercial Mediation Settlement Agreements. In 2012, he was invited to join the Singapore Mediation Centre's International Panel of Mediators. He was recognized by Who's Who Legal as a Thought Leader in 2016 and 2017 and as Mediator of the Year in 2017.



Tat Lim

Session Panelist: **Understanding the Singapore Conference and What It Means to Mediation**

Tat is a dispute resolution practitioner based in Singapore, with 30 years' experience as a dispute resolution counsel and 15 years' experience as a commercial mediator.

He is recognized in *Who's Who Legal* as a leading mediator and in *Legal500* for his practice in commercial litigation. He is a certified mediator with many distinguished mediation panels including IMI and Compliance Advisory Ombudsman, IFC, World Bank Group, and has successfully mediated a broad spectrum of disputes across Asia.

He is a Weinstein JAMS International Fellow, and serves as Co-Chair of the IBA Mediation Committee, Board Member of Singapore Mediation Centre and Member of the IMI Independent Advisory Committee.

His contributions to publications in his areas of practice include *Singapore Civil Procedure* (Sweet & Maxwell), *Mediation in Singapore: A Practical Guide* (Sweet & Maxwell), *Mediation Practice* (ICC), and *Stories Mediators Tell: World Edition* (ABA).

Spouse / Guest Tours

For our guests and spouses, you may select one of several options on Thursday and Friday of the conference.

Thursday



Architectural Tour

Taliesin West/Cosanti Pre-registration required, \$125 per person. Deadline October 18, 2019 (15 person minimum – 4 hours – transportation provided)

Your guided tour of Taliesin West takes you along the courtyards and terraces, garden paths and reflecting pool area, past a bearing citrus grove and beside the working drafting studio of the Taliesin Architectural Group.

Often acclaimed as the greatest architect of the 20th Century, Frank Lloyd Wright discovered the Arizona desert in the late 1920s. By 1937 he decided to build a permanent home, studio and architectural

campus on 600 acres of beautiful rugged desert in the foothills of the McDowell Mountains in northeast Scottsdale. Wright's design for Taliesin West showcased his brilliant ability to integrate indoor and outdoor spaces. It soon began receiving international media coverage and attracted visitors from throughout the world. Frank Lloyd Wright literally created Taliesin West "out of the desert." Visiting Taliesin West is particularly meaningful since the buildings are used for the purposes for which they are designed; the site still serves as a living, working, educational facility with an on-site architectural firm. Taliesin West is a National Historic Landmark!

We'll follow this with a visit to Cosanti. A tour of Paolo Soleri's Cosanti Studios is a lovely stop to include on any tour of the Scottsdale area. Paolo Soleri was a world-renowned architectural innovator who briefly studied with Frank Lloyd Wright at Taliesin West. He then returned to his home in Italy where he was commissioned to design a large ceramics factory. During this process he also designed award-winning bronze and ceramic wind bells. The word "Cosanti" comes from two Italian terms which together mean, literally "Before or Against". Learning that Cosanti means "Against Things" leads to an understanding of Soleri's anti-materialist stance. Cosanti is a unique bio-climatic architectural environment which he named "Arcology". Its structures feature many imaginative design elements, reflecting Soleri's innovative construction. The ideas generated at this location have helped to develop a lean and frugal methodology for alternatives to urban sprawl. Paolo Soleri designed the innovative and decorative bridge at Scottsdale and Camelback Roads as well.

Friday



Sonoran Bike Tour

\$110 per person. Pre-registration required – deadline to register is Oct 31. (4-hour tour: 8 person minimum – transportation provided) Departure time 8:30 AM – 12 30 PM

Fat Tire bikes are perfect for riding on local trails, providing maximum stability and an enhanced sense of security, making them ideal even for beginners and kids. Join us on a fully personalized Fat Bike tour. Biking is a great way to experience the beauty of the Sonoran Desert, allowing you to cover more distance and enabling you to see more scenery! We will pick you up at your hotel at 8:30 AM and take you to Brown's Ranch (part of the beautiful MacDowell Sonoran Preserve). Step

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one is fitting you properly on the bike and providing you with the right size helmet and gloves. Step two will be a short assessment of your riding skills and fitness level. After that is when the fun begins. We will take you through a network of trails, which might vary in difficulty depending on your riding ability. There will be many stops at scenic points with countless opportunities for spectacular photos, as well as hydration and snacks, which we will provide.

A Taste of Old Town Scottsdale Lunch Tour

\$85 Per person. Pre-registration required – deadline to register is Oct 31. (3.5 to 4-hour tour. 10 person minimum. Transportation **not** provided.) Departure time 10:30 AM -2:30 PM.

Our group will meet in downtown Scottsdale where you will enjoy strolling through historic Old Town Scottsdale and opening your mind and palate with tales full of rich history, one taste at a time. Arizona Food Tours is led by true local foodie enthusiasts committed to providing an entertaining, fun and fulfilling experience for any occasion.

- This tour is designed to provide a full lunch, with historical insight and overview of the "West's Most Western Town"
- Expect a variety of signature menu items, unique to each destination. Tour includes one alcoholic/non-alcoholic beverage option.
- Includes stops at five different eating establishments
- Come see why Scottsdale is considered a foodies paradise, with a world-class dining scene boasting over 600 restaurants and eateries.
- An opportunity to explore historic downtown Scottsdale, both past and present, led by local foodie enthusiasts with a passion for excellence



Saturday



Afternoon Golf at the Arizona Biltmore

\$100 per person (includes green fees and golf cart). Pre-registration required – deadline to register is Oct 25th. (4-5 hours: transportation not provided) Tee times between 1:37 and 2:27 PM (approx 8 minute intervals)

After a great conference, why not relax with a few of your colleagues and play a round of golf? We will Uber/Taxi to the course and tee-off at a PGA 18-hole golf course in the heart of Phoenix. Rolling fairways, pristine lakes, and lush beauty are a few of the features of the Arizona Biltmore. The golf course offers bold challenges and enjoyable play to even the most demanding golfer. Tee off with us and appreciate the game the way it was meant to be played – in style.

The Adobe Golf Course – Biltmore

The Adobe golf course is considered stately and grand, a forefather of modern design, and is one of the most established golf courses in Phoenix. The Adobe offers simplistic beauty hard to find in an era when trickery is a goal in golf course architecture. When you long for a relaxing yet challenging round, there are few equal. The lush, 50-year-old fairways and spacious layout are a reminder of the game the way it was meant to be – a time when graphite was for pencil lead and golf balls only came in one color. Like the great players of its day, the Adobe can tell you some stories.

ORDER FORM

Delegate Name: _____

Address: _____

City: _____ State/Province: _____

Zip/Postal Code: _____ Country: _____

Tel: _____ Email: _____

For Hotel Reservations:

Omni Resort at Montelucia

Date: November 7-9, 2019

Rate: \$299/night

Valid until October 15, 2019

Toll-Free Reservations:

1-888-627-3010 |

Book a reservation online – Click Here.

Delegate Dietary Considerations: ONE option only ☐ Vegetarian ☐ Gluten & Wheat ☐ Lactose ☐ Vegan

☐ Other _____

Guest Name: _____

Dietary Considerations: ONE option only ☐ Vegetarian ☐ Gluten & Wheat ☐ Lactose ☐ Vegan

☐ Other _____

Accessibility Requirements: _____

	PER PERSON	# OF PEOPLE	SUBTOTAL
Early Bird Member – Valid until Sept 30, 2019	\$850		
Member – After Sept 30, 2019	\$950		
Non-Member	\$950		
Wednesday: Board of Governors Meeting (Members Only. Preregistration is required)	N/A		
Thursday Night Welcome Reception: Delegates & Companions (Please RSVP)	N/A		
Friday Night: Cocktail Reception Delegate & Companions (Please RSVP)	N/A		
Friday Night Companion Banquet (Pre-registration Required)	\$150		
Saturday Afternoon Golf Outing (Deadline to register Oct 17)	\$100		

Companion Tours

Thursday Morning Companion Tour (choose one – must pre-register)			
Architectural Tour: Taliesin West/Cosanti (deadline Oct 18)	\$125		
Friday Morning Companion Tours (choose one – must pre-register)			
Sonoran bike tour (deadline to register Oct 31)	\$110		
Taste of Old Town Scottsdale (deadline to register Oct 31)	\$85		
Saturday Afternoon Golf at Arizona Biltmore (deadline to Register Oct. 25)	\$100		

Email or Mail Check or CC info to: IAM Headquarters
14070 Proton Rd. #100
Dallas, TX 75244

**TOTAL
PAYMENT:**

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Cancellation Policy: The deadline to cancel my convention registration or any extra activity charges and receive a refund less \$50 processing fee is Tuesday, October 6, 2019. After the deadline date there are no refunds.

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