



The Arbitration Section presents

## Mediation, Settlement Conferences and Negotiation Tactics

### Speakers

## John Worden

Venable LLP

A litigation partner at Venable LLP, John will share the successful strategies he has employed for over three decades trying, arbitrating and resolving commercial disputes of all types.

## Mark LeHocky

ADR Services, Inc.

A former litigator and public company general counsel, Mark will share insights from teaching mediation advocacy and decades of ADR work that has earned him repeated recognition as a Best Lawyer in America (c) for Mediation.

Trial lawyer John Worden and mediator Mark LeHocky – co-chairs of BASF’s ADR/Arbitration Section – will discuss the nuts and bolts of how mediations and settlement conferences work, with particular emphasis on prepping clients and yourselves to improve everyone’s negotiating prospects. This interactive program will explore critical pre-work as well as timing issues, “bottom lines,” “high-lows,” “night baseball,” offers of judgment and many other negotiating tools, how they work, as well as what to avoid.

**Wednesday  
February 4 , 2021**

MCLE Registration: 11:30 a.m. - 12:00 p.m.

MCLE Program: 12:00 - 1:15 p.m.

### MCLE: 1 Hour

*To receive MCLE credit, you must sign in during the designated MCLE registration period. This activity is approved for Minimum Continuing Legal Education credit by the State Bar of California. BASF is a certified provider. Provider #103*

**Pre-registration is required.**

### COST

\$35 BASF Section Members

\$45 BASF Members, Government &  
Nonprofit Attorneys

\$65 All Others

Free for BASF Student Members

All prices increase \$10 on the day of the program.

### VIEWING OPTIONS



**Live Webcast** - register at [www.sfbar.org](http://www.sfbar.org)



**Webcast Recording** will be available shortly after the live viewing. Visit at [www.sfbar.org/online](http://www.sfbar.org/online).

### Special Requests:

People with disabilities should contact BASF regarding reasonable accommodations at [events@sfbar.org](mailto:events@sfbar.org).

**Register online: [www.sfbar.org](http://www.sfbar.org)**

**Event Code:** G214102