

# Get to Know Edward Weiss, Esq.



With over three decades of experience as a litigator, in-house counsel, and now a full-time neutral, **Edward J. Weiss, Esq.** brings clarity, strategy, and an even-handed approach to dispute resolution. Known for his practical mindset, ability to read the room, and deep understanding of business and interpersonal dynamics, Weiss is uniquely equipped to help parties resolve even the most entrenched and complex disputes. We spoke with him about his journey from the conference room to the mediation table, and what drives his approach as a neutral.

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## **Q: Can you tell us about your background in civil litigation?**

**Weiss:** My civil litigation experience is broad—I've handled, managed, overseen, and resolved a wide range of civil matters in both state and federal courts. That includes business and commercial disputes, class actions, intellectual property, antitrust, securities, employment, partnership breakups, real estate, and entertainment industry issues. As General Counsel and Chief Counsel at Ticketmaster, I oversaw major litigation for nearly two decades, including high-profile antitrust cases and efforts to defend our systems against unauthorized access.

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## **Q: What areas of law do you consider your core expertise?**

**Weiss:** Business law and corporate governance are my primary areas. I also have a strong focus on partnership and shareholder disputes, commercial litigation, and understanding the unique

challenges of in-house legal strategy. Having sat in the general counsel seat, I understand how companies approach litigation and the importance of balancing legal risk with business priorities.

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## **Q: What are some career highlights you're most proud of?**

**Weiss:** At Ticketmaster, I led the successful defense of a wide-ranging antitrust lawsuit in federal court and protected the company's ticketing system through injunctions—most notably in the case *Ticketmaster v. RMG Technologies*. Earlier in my career, as an Assistant U.S. Attorney, I led an investigation into corruption at Southern California racetracks that resulted in several successful prosecutions.

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## **Q: What inspired your transition to dispute resolution?**

**Weiss:** During my years managing litigation—both at Manatt and at Ticketmaster—I attended countless mediations. I found myself fascinated by how different mediators approached their craft,

## Areas of Expertise Include:

- Antitrust
- Business & Commercial
- Class Actions
- Consumer
- Employment
- Entertainment
- Insurance (including title insurance)
- Intellectual Property
- Real Estate
- Partnership & Corporate Governance
- Securities

and over time, I began critiquing what worked and what didn't. Eventually, I realized that I wanted to do this work myself. Helping people resolve disputes has always appealed to me, and I knew I had the skills to contribute.

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**Q: How would you describe your mediation philosophy?**

**Weiss:** "Whatever it takes." No two cases—or litigants—are the same, so I adapt my approach to fit the situation. I use the full range of tools available: bracketing, mediator's proposals, and strategic risk assessment. But I also know when to step back and just listen. Ultimately, I do what's needed to help the parties reach resolution.

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**Q: What does your preparation process look like before a mediation?**

**Weiss:** I take preparation very seriously. I read the briefs and materials as soon as they come in, take notes, and schedule pre-mediation calls to hear each side's view of the case. I revisit those notes before the mediation so I'm fully ready to engage with the parties the moment we begin.

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**Q: And how do you handle post-mediation follow-up?**

**Weiss:** If the case doesn't settle at the mediation, I keep following up—unless and until the parties tell me to stop. Sometimes it takes a few days or a key court ruling to shift someone's position. I stay engaged as long as there's a chance of resolution.

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**Q: What makes your background unique in this field?**

**Weiss:** I've been in the trenches—both as outside counsel and as a senior executive. I understand the legal, financial, and reputational risks that drive decisions. I also bring a human side to the table—believe it or not, I've done some amateur stand-up comedy. That's taught me how to read a room and connect with people quickly. Humor, when appropriate, can diffuse tension and help parties refocus on what matters.

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**Q: What would attorneys say about your style as a neutral?**

**Weiss:** I'd hope they'd say I'm thoughtful, prepared, fair, and easy to work with. I don't come in with an agenda, and I try to treat everyone with respect and honesty. That's how I approach both my personal and professional life.

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**Q: Do you have experience with arbitration as well as mediation?**

**Weiss:** Yes, I have extensive experience as an arbitrator. In arbitration, the structure is more formal, and my role is to listen carefully, understand the evidence, and apply the law fairly. Mediation allows for more interaction and flexibility. In both, I prepare thoroughly and aim to make well-reasoned, balanced decisions or recommendations.

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**Helping Parties Navigate Complex Disputes with Clarity and Perspective.**

**With decades of litigation and executive experience behind him, Ed Weiss brings insight, adaptability, and calm to every dispute he handles. Whether managing high-profile antitrust litigation or guiding parties through a complex business breakup, he applies the same values—respect, fairness, and thoughtful preparation.**

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