HON. MARC D. GROSS (RET.)

Mediator • Arbitrator • Referee

ADR SERVICES, INC.

Hon. Marc D. Gross (Ret.) is a highly effective dispute resolution professional with more than 40 years of legal experience, including over a decade on the bench and a distinguished career as a civil litigator. He is best known for what ultimately matters to clients: he gets difficult cases settled.

During his tenure as a Mandatory Settlement Conference (MSC) Judge in the West District of Los Angeles, Judge Gross handled over 500 settlement conferences, many involving complex, high-stakes disputes where parties were deeply entrenched. His consistent ability to move cases toward resolution, often at critical pre-trial stages, has made him a trusted resource for attorneys seeking a neutral who can break impasse and deliver results.

Judge Gross brings a rare combination of judicial authority, litigation depth, and practical strategy. Before joining the bench, he spent more than 30 years representing clients in a wide range of civil matters, including business disputes, personal injury, real estate, probate, and complex tort litigation. His background includes extensive trial, motion, and appellate work, giving him a comprehensive understanding of how cases are evaluated, argued, and ultimately decided.

This broad perspective allows Judge Gross to provide clear, credible assessments of risk—the kind that both attorneys and clients take seriously. He is known for his ability to quickly identify the core issues in dispute, evaluate exposure, and communicate the realities of trial in a way that drives decision-making.

Settlement-Focused Approach

Judge Gross does not take a one-size-fits-all approach to mediation. His process is deliberate, strategic, and outcome-oriented:

- Conducts thorough pre-mediation preparation, including detailed review of briefs and independent legal research
- Identifies leverage points early, helping parties understand both risk and opportunity
- Uses a range of techniques, including mediator's proposals, brackets, and strategic reframing to move negotiations forward
- Applies appropriate pressure when needed, particularly in cases where parties or counsel are operating from unrealistic assumptions
- Remains actively engaged post-session when necessary to close the gap and finalize resolution

His philosophy is grounded in honesty, preparation, and persistence. He believes parties are best served by a neutral who will not only facilitate discussion, but also challenge positions and drive progress when negotiations stall.

Proven Results in Complex Cases

Judge Gross has built a reputation for resolving cases that are otherwise unlikely to settle. His experience includes:

- 500+ mediations and settlement conferences handled
- High success rate in difficult and high-conflict matters

- Extensive work in cases involving novel legal issues and significant financial exposure
- Experience resolving disputes at critical litigation milestones, including on the eve of trial

His representative matters span business litigation, fraud, fiduciary duty, professional liability, personal injury, and multi-party disputes. Many of these cases resolved after prolonged litigation, underscoring his ability to step in late and still achieve resolution.

How Attorneys Describe Him

Attorneys who have worked with Judge Gross consistently describe him as:

- Persistent and results-driven
- Patient but firm when necessary
- Even-handed and highly credible
- A strong communicator who connects with clients

His ability to build rapport with parties—while maintaining authority and neutrality—enables him to gain trust quickly and move negotiations forward efficiently.

Why Parties Select Judge Gross

Clients and counsel turn to Judge Gross when they need a neutral who can:

- Break impasse in challenging cases
- Provide a realistic, experience-driven view of trial risk
- Maintain credibility with both sides of the dispute
- And most importantly, get the case resolved

He approaches every matter with a clear objective: to achieve a practical, efficient resolution that allows parties to move forward.

JUDICIAL EXPERIENCE

Los Angeles County Superior Court – Judge (2012 – 2026)

- Presided over a broad range of civil matters, including personal injury, business disputes, and complex litigation
- Served as MSC Judge for the West District (2020–2026), resolving hundreds of cases at critical pre-trial stages
- Handled trial court assignments and independent calendar (IC) matters in Santa Monica
- Previous assignments include Family Law and Personal Injury Hub courts

His time on the bench, particularly as a settlement judge, sharpened his ability to evaluate cases quickly, identify leverage points, and guide parties toward resolution under pressure.

PROFESSIONAL BACKGROUND

Grayson, Gross, Friedman & Phillips / Successor Firms – Litigation Associate/Shareholder (1982-2012)
Rifkind & Sterling – Securities & Corporate Associate (1981–1982)

- Handled diverse civil litigation including contract, tort, real estate, probate, and business disputes
- Extensive trial, motion, and appellate experience
- Significant experience in judgment enforcement and collections

AREAS OF EXPERTISE

- Business & Contract
- Complex Litigation
- Construction
- Entertainment
- Fee Disputes
- HOA Disputes
- Insurance
- Landlord/Tenant
- Neighbor Disputes
- Partnership & Corporate Dissolution
- Personal Injury
- Professional Liability
- Real Estate
- Tort Matters

MEDIATION PHILOSOPHY & APPROACH

Judge Gross takes a direct, preparation-driven approach to dispute resolution:

- Conducts thorough pre-session review of briefs and legal issues
- Performs independent research where necessary
- Provides clear, candid assessments of trial risk
- Engages counsel when positions become unreasonable
- Uses tailored strategies including mediator's proposals, brackets, and reframing techniques

His style balances honesty with diplomacy, ensuring parties understand both the risks and the path to resolution.

EDUCATION

University of Southern California, School of Law – J.D.

- Order of the Coif (Top 10%)
- USC Law Review
- Editor, USC Entertainment Law Journal
- American Jurisprudence Award (Torts)

University of California, Los Angeles (UCLA) – B.A., Political Science, *Magna Cum Laude*