



Digging Deeper

June 2009

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Don't Be the Terminator



In Jeff's recently published article, he explains how steering the mediator away from prematurely terminating the mediation can add value and maximize results.

This story is for you if...

- Mediators call an impasse too early;
- The timing is not right for settlement on the day of the mediation;
- You have not yet revealed to the mediator your ultimate objectives.

[You can read the full article here.](#)

A Story of Hope and Love Found

Life holds many surprises, with doors opened at times and in ways least expected. Such was the case on September 11, 2001, which prompted our move to California and resulted in a coveted partnership with my esteemed mentor, Jeffrey Krivis. Along my professional journey, I have had the fortune of working with exceptional talent, resolving a host of legally challenging cases and most importantly, fostering wonderful friendships like this one. With work and life so closely intertwined in our field, I feel compelled to share the trials and tribulations that have come to pass in the last year of my personal life and to let my friends and colleagues know I am back to mediating full-time.

For five long years, my husband and I struggled to start a family. We tried it all - made computerized charts and spreadsheets, drank Chinese herbal teas, did acupuncture and treated with the best infertility specialists. The result ... nothing but tears,



Greetings from the Editor!



Welcome to our Digging Deeper newsletter.

We hope you will join us at one or more of the following upcoming events where Jeff and/or I will be presenting.

- **Mariam Zadeh**

Calendar of Events:

We want to thank Brian Brieter and Susan Peahl for their invaluable assistance with the Improvisational Mediation Workshop that we just completed at Pepperdine Law School/Straus Institute For Dispute Resolution.

Join us at the International Academy of Mediators Conference in London, England on September 9 - 12, 2009 or at Jeff's presentation at the Texas Bar Association Entertainment Law Society

frustration, an empty pocketbook and shattered spirits. After some long and hard soul searching, we began the process of private adoption and were once again hopeful that our dream of having a family might be fulfilled. This optimism, however, was short-lived after we were told that our first birth mother changed her mind and then learned that our second birth mother was addicted to cocaine and had 11 prior children, all of whom had been placed for adoption.

With five years of unexplained infertility and two failed adoptions, we had little left to hold onto but ourselves and our three dogs. Unbelievably, two days after another lonely Mother's Day came and went, we learned I was pregnant with our son, Aria. Overjoyed by the news of our pregnancy, we excitedly prepared for the birth of our "miracle" baby - the nursery was set, plane tickets were purchased by family in New York, and child care was arranged so I could quickly resume mediating.

Halfway through my first trimester, we received a call from the adoption agency that we had been chosen by a third birth mother, a teenager who had just given birth to a baby boy. They wanted to know if we still wanted to go forward with the adoption even though we were expecting one of our own. It took us all of five minutes to say YES! With heads spinning and emotions abound, we headed for Loma Linda hospital to meet our new son, Cameron.

I share this story of unexpected joy and fulfilled dreams with a sincere sense of appreciation for all the gifts life has to offer, personally and professionally. It is the incredible support that I have received from our friends and colleagues, that has enabled me to balance this incredible gift of motherhood with a career I love so dearly, and for that I am deeply grateful.

Thank you all for your continued support.

on October 2, 2009.

Quick Links...

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The Santa Barbara Wildfires ... Too Close for Comfort



We are extremely thankful and relieved to report that Heather Reed, our Case Manager, and her family managed to make it through the terrifying Jesusita Fire in Santa Barbara unscathed and unharmed.

On May 5, 2009, we received word that Heather, her two young children, Sage and Hansen, their dog, two cats and one bunny were all evacuated from their home in Santa Barbara as the wildfires spun out of control closer and closer to their neighborhood.

For the next five days, the Reed family stayed with multiple friends, not knowing whether their home would remain standing upon their return.

They were cleared to return home on Mother's Day. Upon their return, Heather received what she calls "the best Mother's Day gift of all" - the sight of their home

miraculously standing untouched when everything had been destroyed in every direction just 20 yards away.

Everyone from Heather, her kids, pets and her extended First Mediation family are exceptionally grateful to the selfless firecrews who went to incredible lengths to ensure the safety of the residents and structures of the Santa Barbara community.

[View this unbelievable photo essay of the wildfires...](#)

Last Minute Club - Join Now!

We realize that it is often difficult to schedule cases with us on short notice or in instances where there are critical time pressures. As a result and in an effort to accommodate our colleagues when faced with this situation, we have instituted the *Last Minute Club*.

As a member of the *Last Minute Club*, you will be notified in the event of a cancellation or opening in our calendar and will be given priority to book that



last minute spot. You can choose to be notified by email or phone, at which point we will advise of the date, time and number of hours available.



Please keep in mind that the first to respond with a firm acceptance by all parties of the opening will be able to reserve the date.

We are hopeful that becoming a member of the *Last Minute Club* will help accommodate your firm and serve your needs for any last minute mediations.

[Last Minute Club Membership Form](#)

Improvisational Negotiation

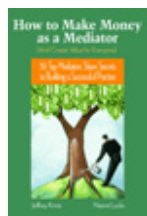


A Mediator's Stories of Conflict, About Love, Money, Anger and The Strategies That Resolved Them

Written by Jeffrey Kravis

[Read excerpts..](#)

How To Make Money as a Mediator (And Create Value for Everyone)



30 Top Mediators Share Secrets to Building a Successful Practice.

Written by Jeffrey Kravis

[read excerpts...](#)

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