



**Association of Attorney-Mediators  
Presents its  
Advanced Attorney-Mediator Training & Annual Meeting**

**“Meet Me in St. Louis  
Mediation: Meeting People Where They Are”**

Originally Presented on April 28-29, 2023 in St. Louis, Missouri

**Recorded Sessions Available for Viewing:**

**Session 1: The Prospect Theory: What rules govern people’s choices among options that involve risk**

David Herzog, Indianapolis, IN  
John Trimble, Indianapolis, IN

Most people are risk adverse, and where a gamble may produce a gain or a loss, they tend to take an easy gain rather than risk a loss or pursue a greater gain. This presentation will be an audience participation exploration of how people assess risk and how we mediators can use our knowledge of risk assessment to obtain settlements.

*(1.0 CLE hour)*

**Session 2: Mediating in the Securities Industries (and sshhh, here’s the secret, dust off your arbitrator hat)**

David Cosgrove, St. Louis, MO  
David Freniere, Wellesley, MA  
Kim Kirn, St. Louis, MO

A veteran of the securities industry, along with a former Missouri State Director of Securities, and a FINRA (Financial Industry Regulatory Authority) Mediator and Arbitrator will explain the basics and nuances of resolving disputes across the securities industry. They will discuss FINRA’s dispute resolution programs and some of the unique issues, challenges and opportunities arbitrating or mediating disputes in this arena present.

*(1.00 CLE hour)*

**Session 3: WSMD (What Should a Mediator Do) – Ethical Dilemmas for Mediators**

Courtenay Bass, Dallas, TX  
Trey Bergman, Houston, TX  
Robert W. Berliner Jr., Chicago, IL

Are you ever caught off guard in a mediation by a challenging development or tricky question? Or do you find yourself repeatedly encountering the same pesky issue? In this interactive roundtable discussion, you will get an opportunity to hear how our panel of seasoned mediators deals with various thorny situations.

*(1.25 hours, including ethics)*



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**Session 4: Mediate Any Conflict - No Restrictions**

Beverly Tarr, Chicago, IL

Mediation is a dispute resolution procedure that can be adapted and utilized in nearly any dispute both inside and outside of your professional spheres. There are, however, key factors that need to be in place to stand the best chance of a resolution that has longevity. Beverly Tarr will explore both the process requirements and the personal characteristics and style of the mediator to manage most conflicts. She feels the narrative of limiting the scope of mediation needs to be rewritten.

*(1.0 CLE hour)*