

# EXCELLING AT MEDIATION ADVOCACY: A Master Class for Junior to Mid-Career Lawyers

Created and presented by [Mitchell Rose](#),  
Chartered Mediator and Settlement Counsel with  
Stancer, Gossin, Rose LLP / ADR@SGR, Toronto

**A 1.5 hour accredited, free\* CPD program delivered live at your office\*\*  
or by webinar.**

**This innovative and interactive program includes the following topics and skills:**

- 40 Tips for excelling at mediation advocacy.
- Recent case law, legislation and Rules of Professional Conduct you must know.
- How to properly choose the right mediator for your case, and the timing.
- The hidden dangers lurking in mediation agreements – and what to do about them.
- How to effectively prepare for mediation, including what should and should not go into a mediation brief.
- Properly managing your client's expectations, while still being a fierce advocate.
- Easy to overlook matters that can make for a successful mediation.
- Love them or loathe them, how to seamlessly and effectively handle joint (plenary) sessions.
- Neutralizing personal attacks and bullies.
- When and how to make an opening offer to settle.
- How to build your resilience for when you are caught off-guard.
- Learning when a final offer to settle really final.
- When to stay and when to walk away.
- Why minutes (of settlement) matter.
- How to get more out of your mediator.

***To book a program, please contact Mitchell Rose at [mrose@sgrllp.com](mailto:mrose@sgrllp.com).***

**\*For existing mediation clients of ADR@SGR. Otherwise, a nominal charge applies.**

**\*\*Live, in-office presentations require a minimum number of audience members. Solo or small firm lawyers can also request a spot at a live, small-group program to be held at our offices, or by webinar.**



- *This program contains 0.75 Professionalism Hours.*
- *This program is eligible for up to 0.75 Substantive Hours.*



**Mitchell Rose** has been a mediator since 2007. A civil litigator for 20 years, Mitch is now a Settlement Counsel: A lawyer focusing solely on dispute resolution. He has practised as a mediator and lawyer in many areas, including employment law, commercial and real property disputes, estate litigation, insurance matters, and personal injury. Mitch has written extensively on mediation and mediation advocacy, and he has chaired and presented at many CPD programs on these topics.

*To book a program, please contact Mitchell Rose at [mrose@sgrllp.com](mailto:mrose@sgrllp.com).*

**ADR@SGR**  
MEDIATION • ARBITRATION