



SUPERIOR COURT MEDIATION AT THE DELAWARE STATE BAR ASSOCIATION

A 6-HOUR REFRESHER SEMINAR*

TUESDAY, SEPTEMBER 10, 2019
9:00 A.M. – 4:30 P.M.

**6.0 hours CLE credit for
Delaware and Pennsylvania attorneys**

REGISTRATION AND BREAKFAST: 8:30 A.M. – 9:00 A.M. | CLE SEMINAR: 9:00 A.M. – 4:30 P.M.

Live in New Castle County at Delaware State Bar Association, 405 N. King St., Suite 100, Wilmington, DE

ABOUT THE PROGRAM

Being an effective mediator means being an effective communicator. Did you know that an effective communicator asks three times as many questions as an average communicator? Based on observational research, an effective mediator searches for common ground twice as much as an average mediator. Effective communication skills of a mediator promote an excellent mediation process and mediation agreements.

BY THE END OF THIS SEMINAR, YOU WILL BE BETTER ABLE TO:

- Identify surface and underlying situational issues.
- Practice various techniques and strategies in mediation.
- Implement flexible approaches to critical thinking and summarizing skills.
- Determine your communication style and how it can be effectively used in mediation.
- Improve your basic interpersonal skills of listening, testing, understanding and questioning.
- Develop and apply persuasion skills.
- Analyze your approach to behavior labeling and argument dilution.

** Participants must have completed the initial Superior Court Mediation Program at anytime in the past. A Certificate will be issued upon completion of the Mediation Refresher Course.*

Presenter

Larry Ray, Esquire

Larry Ray is an attorney, mediator, arbitrator, facilitator and executive coach. Ray has delivered mediation training for the Superior Court of Delaware for 25 years. He has mediated cases for the past 40 years beginning as a Columbus, Ohio prosecutor. He has served as Mediator for The World Banks Group, I-OPT Inc., United States Postal Services and FINRA. In May 2017, Ray was awarded the 25 year Excellence in Teaching Award by The George Washington University School of Law.

SUPERIOR COURT MEDIATION AT THE DELAWARE STATE BAR ASSOCIATION A 6-HOUR REFRESHER SEMINAR

**TUESDAY, SEPTEMBER 10, 2019
9:00 A.M. - 4:30 P.M.**

**6.0 hours CLE credit for
Delaware and Pennsylvania attorneys**

REGISTRATION AND BREAKFAST: 8:30 A.M. - 9:00 A.M. | CLE SEMINAR: 9:00 A.M. - 4:30 P.M.

Live in New Castle County at Delaware State Bar Association, 405 N. King St., Suite 100, Wilmington, DE

REGISTRATION FORM

THREE WAYS TO REGISTER:

- NEW! Register online at www.dsba.org/cle. Log in and select Live Seminars (DSBA members only).
- Fax this completed form with credit card information to (302) 658-5212
- Mail this completed form with check or credit card information to:
Delaware State Bar Association, 405 N. King St., Suite 100, Wilmington, DE 19801

REGISTER ONLINE

Superior Court Mediation Training Seminar Tuesday, September 10, 2019

Please return by September 3, 2019 • DSB09102019SUPER

LOCATION:

Delaware State Bar Association in Wilmington

SELECT REGISTRATION TYPE:

All rates include the CLE Seminar and Material Download

- \$240.00 Members and Staff Registering On or Before 9/3/19 \$260.00 Members and Staff Registering After 9/3/19
- \$360.00 Non-Members
- PA Credit - Add \$18.00 PA ID No. _____

Name: _____ DE ID No.: _____

E-mail: _____

Firm: _____ Phone: _____

Address: _____

Check/Charge in the amount of \$ _____ enclosed. Please make checks payable to DSBA.

MasterCard Visa Amex Discover Exp. Date: _____ CVV: _____ Card No.: _____

Signature: _____ (Required if card purchase) Billing Zip Code: _____

General Information

Return registration form to Delaware State Bar Association, 405 N. King St., Suite 100, Wilmington, Delaware 19801, or by fax to (302) 658-5212. A confirmation will be emailed to the registrant. Please keep a copy of this form as your receipt. **CANCELLATION POLICY:** Registrants may receive a full refund less a \$25 cancellation fee for live seminars, if request is made in writing and received no later than one week prior to the seminar. PA CLE Credit will be reported according to the PA CLE Board rules: www.pacle.org. Unpaid registrants who fail to attend are responsible for the full cost of the live seminar. A registration for a live seminar may be transferred to another attorney. Call DSBA at (302) 658-5279 for more information. Visit www.dsba.org for all seminar policies.

For Office Use Only