



“...to support and promote professional and qualified attorney-mediators who are committed to the proposition that the existing dispute resolution system can fulfill its intended purpose through the use of mediation.”

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P. O. Box 741955 • DALLAS, TEXAS 75374-1955 • PHONE: 800-280-1368 • 972-669-8101 • FAX: 972-669-8180

Website: www.attorney-mediators.org • Email: aam@attorney-mediators.org

Dear Attorney/Mediators:

It has been a pleasure to serve as your President, but mainly because of the aid of Brenda, Jim Knowles, Mike Schless, Mike Amis, and several others who have really served the Association and mediation in general well.

Mike Amis and Mike Schless, who tirelessly worked at educating the Texas officials about the danger of any legislation requiring that a mediator comment on the “good faith” efforts of any participant in a mediation.

Jim Knowles stood by us with his experience and wisdom. He helped keep us on the track.

Then Brenda is the machine that keeps this truck moving. She has served tirelessly, diligently, and faithfully for some time. But during my time, she has been an essential element in what we do. Please give her the praise she deserves from time to time as you see her in St. Louis.

Now for the News

New Lobbyist: AAM is contracting the services of a new lobbyist to be our legislative watchdog. John C. Fleming is in Austin and will be instrumental in keeping us informed of the proposed legislation in the upcoming session. John’s bio can be found in the newsletter that follows.

Certification Program Scratched: The AAM Certified Mediator Program has been retired at its ten year anniversary. The board reviewed the program last fall and voted to discontinue the certification program. You are all AAM members, which in itself, is quite an accomplishment. We encourage each of you to seek certification within your state’s “certification” program. In Texas, we have the Credentialing program.

The Annual Meeting will be Saturday, March 27, 2010, in St. Louis, Missouri. Please make every effort to be there as we vote in new board members and say goodbye to those three that have given so much for the last three years as they have served you well. Please be sure to send in your Proxy whether or not you will be able to attend the meeting.

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PRESIDENT'S LETTER continued from page 1

The outgoing board members are Jim Knowles, Tyler, TX, Robert Dietz, Orlando, FL, and Joel Carson, Oklahoma City, OK. They have been faithful and enjoyable to serve with. Be sure to thank them for their services when you see them.

The new board members are: Mike Patterson from Tyler, Texas; Raymond Hunter from Gulf Port, Mississippi; and John Rothman from Tulsa, Oklahoma. If you have not met them, look around, find them, and introduce yourself.

The Illinois Chapter has moved onto the track and is doing well. They have about 25 members at this writing. Brenda says it is hard to give a total number of members because as soon as she gives a number — they add one! Many of them will be at the meeting in St. Louis. Be sure to find them and get to know them. We are grateful to the efforts of Michael Leech in getting that Chapter started. Thank you, Michael.

Mike Schless, current president-elect, will be taking the reins after the Annual Meeting. We are very fortunate to have such capable leaders step forward and take this matter up. Mike has done a super job with these last two programs. If you see him in St. Louis, please be sure to thank him for his exceptional line-up for these programs.

Suzie Duvall, or better known as Suzanne Mann Duvall, has been asked to step into the role of President-Elect. She has accepted this offer and we are so pleased to have her in this position. We know with her experience on many, many boards, Suzanne will be bringing us good things in the next two conferences. Please see Suzanne's bio in the pages that follow.

It has been a pleasure, privilege, and honor to have been allowed to serve with these mentioned folk and the rest of our fine board of directors. These men and women are capable, diligent, and sold out to Association of Attorney Mediators.

Thank you,
John Hughes

AAM Welcomes New Lobbyist

The State Bar of Texas ADR Section and local bar sections do not engage in lobbying activities. AAM is the only organization of ADR professionals with a lobbyist presence in the Texas legislature expressly intended to preserve and protect the integrity of the mediation process. We welcome our new lobbyist, John C. Fleming of Austin. John will work closely with us during the upcoming session to identify any actions which may impact mediation. You are encouraged to notify us of any matters of interest. He will be a speaker at the upcoming Annual Meeting in St. Louis. Please stop by to introduce yourself and let him know of your interest in this vital function.

AAM is a national organization with members in twenty-four states. AAM membership dues cannot be used for local lobbying efforts. Lobbying efforts must be supported wholly by voluntary contributions. **You may make your**

voluntary contributions by sending a check or credit card information to AAM's national office with the notation "lobby fund."

John C. Fleming practices banking, financial services, regulatory and administrative law, governmental relations, commercial litigation and dispute resolution with the Austin law firm of Hays & Owens. He served four years as General Counsel to the Texas Department of Savings and Mortgage and is an adjunct professor at the University of Texas School of Law. Mr. Fleming is Vice-Chair of the Regulatory and Compliance Committee of the Texas Mortgage Bankers Association, and is a nominee to become a new director of the Texas Association of Bank Counsel. The American Arbitration Association honored him with the 2008 President's Award for Leadership in Conflict. Mr. Fleming is a past Chair of the State Bar of Texas ADR Section.

AAM Retires Certification Program

The AAM Certified Mediator and AAM Advanced Certified Mediator program began in 1999 as a means of “certification” for those mediators in states that did not have their own certification programs, Texas being one of them at that time. Since then, many states have begun their own certification programs and the Texas Mediator Credentialing Association has become the obvious choice for credentialing of Texas mediators. The Board met in September of 2009 to discuss the AAM certification program and voted to dissolve this program at its ten year anniversary. AAM members are encouraged to seek certification through the appropriate program in their state.

Avoiding the Line in the Sand

In spite of the messy weather and delayed flights, the fall Advanced Attorney-Mediator Training in San Antonio on September 11, 2009, was a huge success and everyone learned mediation tips from some of AAM’s experienced mediators, as **Ross Stoddard** led us through the stages in a typical (and not so typical) mediation. **Thank you, Ross for leading us on such an exceptional “mediation journey.”**

Our special thanks go to our speakers for the day — **Susan Perin, Houston; Dan Naranjo, San Antonio; Dean Kilgore, Austin; Jeff Kilgore, Galveston and Don Philbin, San Antonio.** We could not put on these excellent trainings without AAM members volunteering their time for these events.

Although our order for better weather wasn’t filled, it was a great time to be together, indoors, and learn together. The Mexican Fiesta luncheon was a colorful spot in the middle of the day with delicious Tex-Mex specialties to satisfy everyone’s appetite. **Thank you to the members that braved the storms to attend this outstanding training.** We hope everyone will make the effort to be together for the next fall Advanced Attorney-Mediator Training. The location and dates will be announced as they are available and will be posted on the AAM website.

Newsletter Thanks

We owe special thanks to the law firm of Hunton & Williams LLP for compiling the newsletter, and to John Feather of Houston, Newsletter Committee Chair, for putting it all together. Thank you all for a great job!

Requirements of Professional Liability Insurance

AAM’s insurance policy requires that its members provide mediation participants with the following information:

- **a written statement to all parties explaining the member’s role as a neutral intermediary and stating that the member may not act as an advocate for either party.**
- **in cases where the member assists in preparing a written settlement agreement in connection with the provision of dispute resolution services, a written statement advising each participant to have the settlement agreement independently reviewed by the participant’s counsel before executing the agreement.**

A “**Notice to Parties in Mediation**” can be used by AAM members to send as an enclosure with their initial letter to the parties or handed out at the mediation. Alternatively, the wording of the notice may be incorporated into the initial letter to the parties or the Agreement to Mediate to be signed by the parties. The language regarding drafting the agreement can be incorporated into the agreement, itself. The “**Notice to Parties in Mediation**” can read as follows:

The mediator acts as a neutral intermediary for the parties. The mediator can not and will not act as an advocate for any of the parties. Additionally, in the event the mediator assists in preparing a written settlement agreement pursuant to a mediation, each participant should have the settlement agreement independently reviewed by the participants counsel before executing the agreement.

Illinois Chapter Added to AAM Chapter List

An enthusiastic group of mediators in Chicago filed documents with the AAM National Board in the fall of 2009 to form the “AAM Illinois Chapter.” Since that time, this group has added new members and been very active in getting together in Chicago on a regular basis. Kudos to Michael Leech for getting this chapter off the ground and keeping them on track. We welcome you to the AAM “family” and look forward to a long relationship with you.

AAM Values Still Holding

Below is a letter written by then AAM president, Anthony Atwell, to AAM members, setting out the benefits of AAM and significance of AAM membership. These important values are what make AAM what it is today, ten years after this letter was authored.

ASSOCIATION OF ATTORNEY-MEDIATORS

P. O. Box 741955 • DALLAS, TEXAS 75374-1955 • PHONE: 800-280-1368 • 972-669-8101 • FAX: 972-669-8180
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January 17, 2000

Dear AAM Members:

Recently I had the opportunity to respond to the question of why we belong to AAM and what benefits AAM affords its members. We all have opportunities to join many groups and need to evaluate what each has to offer. I am writing to share my own response with you as I see AAM today.

The tangible benefits AAM offers us are:

1. AAM is a premier organization of mediators, and probably the premier organization nationally. We are all experienced lawyers with at least eight years training in our profession, and we all have taken approved training. In addition, we have a tremendous body of experience; as of the beginning of the millennium AAM members had conducted well over 93,000 mediations.
2. The camaraderie available to us all is readily apparent, and available at our meetings as well as one on one contacts.
3. The mutual support we have for each other is both helpful and gratifying. We share solutions to problems, and make ourselves better mediators with the availability of this resource.
4. AAM provides organizational support to us when needed. AAM has filed amicus briefs in two cases involving attempts to circumvent our confidentiality restrictions, and AAM's standing as the premier mediator organization is known and respected by the Courts. A growing number of Judges have either had our training or belonged to AAM.
5. AAM provides liability coverage for us at a cost far less than any member could obtain the coverage. In 1998 (the last time I checked) liability coverage through SPIDR cost anywhere between \$330 and \$505, depending on factors such as the frequency of mediations, etc. For \$225, each member receives this coverage, along with all of the other benefits.
6. AAM retains a lobbyist (name removed) who keeps us in touch with legislative developments, and aids us in case we need to take a position. The respect he receives from the legislators, and the rapport he has built with them is invaluable to us.

7. AAM offers a certification and an advanced certification program for any of us who wish to use it, and who qualify. All members qualify for the basic certification.

8. AAM provides, at the "national" level, two excellent CLE's a year, one in the Fall, and one at our annual meeting in the Spring (time related information removed). These CLEs bring you our best mediators, and our most current programs and developments at very advantageous prices for AAM members. In addition, CLE activities are strong in our local chapters.

9. AAM's website at attorney-mediators.org is a valuable resource which lists all of us with our individual biographical information and our picture, as well as providing a resource to articles and other developments. (Name removed) is our technical expert and he is excellent. The website has received excellent reviews, and will continue to improve each year.

10. AAM provides a central office staffed by Brenda Rachuig (pronounced "Rockway"). Those of you who have dealt with her know her to be knowledgeable, prompt, efficient, helpful, and very courteous. The availability of a central office is indispensable to AAM, and allows us to accomplish many things.

11. AAM publishes an informative newsletter, not just once a year, but whenever needed.

These tangible benefits are only available through AAM, and it is my personal belief that behind these tangible benefits lie certain core values of dedication, unity, and leadership which are equally important as the benefits. AAM members are committed and dedicated to the process of mediation; all of us can remember our initial trainings. Unity exists in the founding principles so often articulated by Steve Brutsché, in that we are all also dedicated to helping each other. "My success is dependent on your success" and "A rising tide lifts all ships" are Brutsché quotes which come to mind. And just as the Courts recognize AAM as a primary resource in mediation, AAM affords us the opportunity to be "guardians of the process".

AAM will continue to grow and evolve. (time related information removed)

We will have an exciting year. Information about the annual meeting will be sent out in February, but you can mark your calendars now for (time related information removed). And finally, please send in your dues as soon as possible, if you have not already done so.

With best regards, I am

Sincerely,


Anthony Atwell
President

OBSERVATIONS OF A SECOND YEAR MEDIATOR

Phil Glick, AAM Illinois Chapter

The following observations represent the result of the sixty plus mediations I have done since I started mediating in April, 2008.

First, I want to recognize the excellent preparation for actual mediation I gained in the DePaul course on mediation. Almost nothing of what I have seen in real mediations was omitted from the course.

My observations are as follow:

1. The art of mediation is a human to human activity in which black letter law plays a significant role, but it is only one factor in reaching settlement. Mediation brings into play all human emotions. Parties express love, dislike, anger, greed, hate, jealousy, dependence, strength, weakness, etc. in the course of a mediation, and I have been surprised the extent to which the facts of the case have often been less important than the emotional elements. But I also have seen that the mediator must understand the case. For me to mediate, it is essential that I be prepared to discuss the merits with real understanding of the legal issues. Thus, some preparation time is essential. The mediator must also create a cooperative environment. I remind parties that we are in a mediation meeting and the goal is to settle, thus each party must be prepared to consider compromise. One does not “win” a mediation. Indeed, the parties will resolve the dispute together. We are going to work together to solve a problem, not employ attack methods.

By way of example, I can think of more than one case where an apology was part of the resolution. By sincerely agreeing that he was wrong to take the position that his dog could run free in the suburban streets, defendant acknowledged the unreasonable risk he had created for the plaintiff’s badly bitten dog. The case settled with calmed feelings pervading. In another case, claimant’s exaggerated claims were reduced after respondent acknowledged that there was some wrong done by his company. Quickly, the demand went from moderate six figures to five figures. We settled at middle five figures.

Without some contrition on the part of defendants, both cases were probably headed to acrimonious trials.

2. Make sure all of the necessary people attend, if possible. At least be certain that everyone who is needed can be reached

by phone, but remember that the phoned people will not be participating in the emotional process and risk assessment elements of the mediation. They will decide in a vacuum. In a case I did that didn’t settle, I felt that the reason it failed to settle was that a decision maker was outside the process.

3. The mediator must gain credibility in the eyes of the parties. An excellent way to do that quickly is to listen actively. When the mediator’s attention is really focused on the speaker and the listening style is physical and apparent, with a comment or two to demonstrate understanding, the speaker will probably have a first impression that the mediator is wise and caring. Thus, when the mediator helps to evaluate the case or suggest a solution, the words will probably be viewed as credible.

I have asked parties, after the settlement was reached, what they did or did not like. In every case where they liked the process, the answer was that I listened closely and they, therefore, respected my input. In one case that did settle, but only after great acrimony, a party told me that I did not really listen to her. She was wrong, but I had not demonstrated that I was attentive (i.e., no body language, no comments, etc).

4. Patience is essential. Our natural tendency is to want to reach the bottom line quickly. While that is fine for me personally, I have learned that many people need time to digest reality, especially when they are being nudged from an “I must have x” position to a “y is a pretty good deal too. I get rid of the damned litigation, get quick resolution, cut the costs and lose the aggravation.” That shift may take minutes, hours or days. In one very difficult case, I told the parties I would schedule the case for trial but decided to wait a few days. In two days defendant called to say he wanted to increase his offer. He did and the case settled.

There is very often a period of deadlock where it seems no movement is possible. Do not be discouraged. This is very often part of the process. Indeed, by showing that while you care, you also realize that some things just cannot be resolved. This often has the affect of placing responsibility for the outcome where it belongs: with the parties. At that point a delay may be warranted, whether for ten minutes, an hour or a week or more, while the parties refocus. The mediator needs to consider the parties to judge this element. It may also be that a change of topic is a good idea to break the pattern. Kids, sports, the economy or the news may all be employed to provide a mental break so people can resume with fresh

perspectives. But steer clear of politics and religion. They are too incendiary.

5. It can be useful for the mediator to establish some connection to the parties by a common experience. In one case the plaintiff was a career Marine officer, now retired. When I told him that I had been a Marine decades before, his attitude softened and he settled a suit that was headed for angry litigation. A mediator might have in common with a party children, business experience, educational background, or almost any other life experience.

During the course of a mediation, you might have some informal discussion where the mediator can learn a little about a party to see if there is a shared experience.

6. It is customary to have the parties' lawyers provide a statement of the case and what they see as their strengths and weaknesses. I have also benefited from review of their files. In one case there was a signed agreement that refuted a party's position in the litigation. When Counsel and I discussed it he realized that the other side would likely realize this vulnerability in time, so settlement was chosen rather than litigation.

The somewhat tricky question is what to do with sensitive information. If it is disclosed by the mediator, the mediator may be changing the outcome if there is no settlement. I think the best way is to discuss it only with the party whose case is weakened by the discovery. That way there is probably no impact on the case except that it may propel the vulnerable party toward settlement.

7. The key to settlement may be something that is not even in the case. In one case a subcontractor was suing a contractor. They each thought well of the other side, but had a legitimate business disagreement over responsibility for damage to a building. They settled in large part based upon their willingness to join forces on a new project that was not even part of the case.

Indeed, the best settlements, in my view, are the ones where a new opportunity arises and becomes part of the parties' new deal. They both benefit from the new transaction and put the old problem behind them. This is not applicable to every mediation.

8. After the case is settled, the mediator should encourage the parties to finish the deal. When we conclude, I write and

have the parties sign a very short bullet point memo of the essential elements, such as dismissal with prejudice, mutual releases, amount to be paid, who pays and when payment is due. A mediator should not draft an entire agreement. Also, make sure that the mediator's liability insurance requirements are included. For example, the AAM policy requires that the agreement must state that the parties are advised to consult their own counsel to review any agreement drafted by the mediator.

I would also like to make a few comments on the most important skill of all: The art of how to get a mediation practice going.

In my own case, I have begun to get some paid mediations. I have found that there are two keys to this: First, one must gain reputation as a mediator. That can only be achieved by mediating cases, and the only way I could do that was to do pro bono cases. I found a venue in a state court that welcomed my pro bono efforts as a mediator. So every case I settle there is one less for the overworked judges to try, and one of the judges now recommends me and assigns me non pro bono cases. Each time I mediate a case I do a little marketing to the lawyers by suggesting they call me if a future case arises.

I used the pro bono cases to become a FINRA mediator. FINRA requires at least ten cases be mediated and that parties write testimonials. When I had accumulated enough cases and testimonials, I applied to FINRA. Since I enjoyed a very good reputation as an arbitrator, I was quickly approved. Thus far the cases assigned to me have been settled.

The second important element is the need to gain exposure. By getting on varied rosters, joining AAM and similar organizations and if possible, writing and publishing, you can achieve recognition. In no case is it easy. A very busy mediator I know, who mediates every day, did four cases in his first year, which was twelve years ago.

I am now on the rosters of four circuit courts, FINRA, and Resolute Dispute Resolution, LLC. I am listed in the A.M.Best group of recommended professionals. I am a director of the International Academy of Dispute Resolution, and of course I am a member of AAM.

I am interested in finding ways to increase my exposure and reputation.

The AAM Board of Directors Introduces the President and President-Elect for 2010

Michael J. Schless — President 2010

Michael J. Schless is currently the AAM representative on the Board of Directors of the Texas Mediator Credentialing Association (TMCA) and serves as the TMCA Board's Vice-Chair. Since 1992 his practice has focused exclusively on ADR, especially mediation and arbitration. He has mediated or arbitrated over 1,700 cases covering a broad range of topics and degrees of complexity, and is a TMCA Credentialed Distinguished Mediator. Mike is a past Chair of the ADR Section of the State Bar of Texas, and has held every leadership position in that organization over a period of six years. In 2006, Mike received the ADR Section's Justice Frank G. Evans Award for outstanding efforts in promoting or furthering the use or research of alternative dispute resolution methods in Texas. Mike has also served as President of the Texas Association of Mediators, and received that organization's Susanne C. Adams Award in 2003 for his outstanding service and dedication to the mediation profession. A Martindale-Hubbell AV rated lawyer, Mike has also been named a "Texas Super Lawyer" in 2005, 2006, 2007, and 2009 by Texas Monthly Magazine. Mike was a member of the Supreme Court of Texas Advisory Committee on Court-Annexed Mediation. He is a Fellow of the Center for Public Policy Dispute Resolution at the University of Texas School of Law; an Advisory Committee member for the Frank Evans Center for Dispute Resolution at the South Texas College of Law in Houston; a member of the arbitration and mediation panels of the American Arbitration Association; and a member of the International Academy of Mediators and the Association for Conflict Resolution. Mike teaches mediation in Europe in the Executive Masters in Business Law Program at the University of St. Gallen in Switzerland, and in the Masters in Mediation Program at the University of Human Sciences in Liechtenstein. Prior to his career in ADR, Mike served the people of Travis County, Texas, as a County Court at Law Judge from 1982 to 1992, having been elected to that position three times. He was selected by his fellow judges to serve as their first presiding judge. Before his service on the bench,

Mike had been a trial lawyer in Austin since he was licensed in 1973. Mike has served as President of the Austin Young Lawyers Association; as a member of the Board of Directors of the Travis County Bar Association; and as founder and first Chair of the ADR Section of the Travis County Bar Association. In 1982 Mike was selected as the Outstanding Young Lawyer of Travis County. He earned his undergraduate degree from the University of Texas (B.A. Philosophy) in 1970 and his law degree from the University of Texas School of Law in 1973.

Suzanne Mann Duvall — President-Elect 2010

Suzanne Mann Duvall became a full-time mediator more than 20 years ago. She has mediated more than 2000 cases, trained thousands of mediators and is a frequent lecturer and panel member for alternative dispute resolution programs nationwide. Suzanne is a faculty member and trainer for numerous dispute resolution and educational organizations, including the Dallas Bar Association, the State Bar of Texas, SMU and Texas Wesleyan Schools of law, Texas Woman's University and Texas A&M University. She has received numerous awards in her distinguished career: First Annual American Arbitration Association Steve Brutsche' Award for Professional Excellence in Dispute Resolution; First Annual Tom Eisner Mediator of the Year Award for service to the courts and citizens of Tarrant County; Association of Attorney Mediators Pro Bono Service Award; Louis Weber Outstanding Mediator of the Year Award, Susanne C. Adams Award for Outstanding Commitment and Dedication to the Mediation Professions, State Bar of Texas Frank G. Evans Award for outstanding leadership in the field of alternative dispute resolution; names "Super Lawyer 2003 - 2009; by Texas Monthly and Law and Politics magazines. She has chaired the Dallas Bar Association ADR section, the ADR Section of the State Bar of Texas and is a past president of the Texas Association of Mediators. Suzanne is a TMCA Credentialed Distinguished Mediator.

Nominees for Board of Directors

The AAM Annual Meeting is scheduled for March 27, 2010 at 8:30 a.m. at the Renaissance Grand Hotel and Suites, 800 Washington Avenue, St. Louis, Missouri. Further nominations are welcome.

Below are short biographical sketches of the nominees selected by your Nominating Committee:

W. Raymond Hunter, age 65, is an attorney, mediator, and arbitrator in Gulfport, Mississippi. He received a BA Degree from Mississippi College, and a JD Degree from the University of Mississippi. Raymond has practiced law in the southern counties of Mississippi for 40 years, has represented plaintiffs and defendants and insurance carriers in trials in County, Circuit, Chancery, and Federal Courts and in appeals in Mississippi Supreme Court, and the Fifth Circuit Court of Appeals. He served as Municipal Court Judge for the City of Long Beach for two terms, served as a City prosecutor for the City of Long Beach, attended the American Judicial College, served in directorships for the Mississippi State Bar and on various committees of the State Bar. He has a rating of "AV" in Martindale-Hubbell which has been maintained for 35 years. He participated in a course of study with the American Arbitration Association and obtained Mediation Certification in 1998. He attended an Advanced Mediation course sponsored by the University of Mississippi School of Law and has completed 3 Advanced Mediation programs including those sponsored by the Association of Attorney Mediators. He is also registered with the Mississippi State Bar Registry of Mediators. Since its inception, Raymond has been on the Mississippi Bar's list of mediators and additionally on the Federal Court list for both the Northern and Southern District of Mississippi. Following Hurricane Katrina he was on the list of approved mediators for AAA and has served as a mediator on the Department of Insurance Mediation Program for the State of Mississippi. He has also served the United States District Court as a mediator for "Katrina" litigation cases since

the inception of that program and served the Court as a Special Master. He has served as mediator in 1700 cases in three states; Mississippi, Alabama, and Louisiana. Raymond is married to Joy Hunter of Jackson County, Mississippi and has 4 children and 4 grandchildren. The areas of Raymond's heaviest concentration for trial and mediation practice have been in the following fields: personal injury; medical and hospital; legal and medical malpractice; wrongful death; fiduciary liability; business contract disputes; real estate, probate and Chancery Court cases of equity.

Mike Patterson is an attorney-mediator in Tyler, Texas. He has been licensed to practice law in Texas since 1977, after receiving his law degree that year from Southern Methodist University. In 1996, Mike got smart and quit practicing civil trial law to start a full time mediation practice involving state and federal litigation. He has been president of the East Texas Chapter of the American Board of Trial Advocates, the East Texas Trial Lawyers Association, the Smith County Bar Association and the Smith County Bar Foundation. Mike has served on the Council for the Alternative Dispute Resolution Section of the State Bar of Texas. Currently, Chairman of the City of Tyler's Historical Preservation Board, Mike is married to Penny Patterson, and they have five children and six grandchildren. In addition to spending time with his family, he enjoys backpacking in the mountains, reading a good novel and sipping on an adult beverage.

John Rothman, of Tulsa, Oklahoma, is the Legal Director of Oklahoma Mediation/Arbitration Service, a national provider of private mediation and arbitration proceedings. He is a graduate of Harvard University (B.A. 1977) and Boston University School of Law (J.D. 1981). He has personally conducted over 3,500 mediation and arbitration proceedings and is also the author of *A Lawyer's Practical Guide to Mediation*.

AAM Annual Meeting and Advanced Attorney-Mediator Training

March 26 and 27, 2010 in St. Louis, Missouri

“Portmanteau: Creating New Approaches to Mediation”

We will visit the home of AAM’s St. Louis Chapter for the 2010 Annual Meeting. You may be wondering what a *portmanteau* might be. It is a *blend or combination words or parts of words, and their meaning, to form a new word*. We will be showing the ways to blend or combine different types of mediation skills to create new skills.

We will have the special privilege of hearing from Ambassador Nancy Ely-Raphel of Washington, D.C., and Professor Katheryn Dutenhaver of DePaul University in Chicago, IL. We will also be introduced to AAM’s new lobbyist, John C. Fleming of Austin as he enlightens us with his vast knowledge of legislative matters pertaining to ADR.

The St. Louis Chapter will be filling two different panels. These panels promise to have insightful information which will be presented in a lively, interactive way. Ron Wiesenthal, Tom Blumenthal, Rebecca Magruder, Mitch Margo, Leonard Frankel, Richard Sher and Joseph Soraghan make up these experienced panels and are sure to inform us of new uses for mediation techniques.

Saturday morning will be the Annual Meeting where we will vote in new board members and welcome the new president and president-elect. Your support in welcoming these hard working volunteers is appreciated.

We are offering the much requested “marketing” roundtable discussion on Saturday — beginning just after the adjournment of the regular program. This segment will not receive CLE credit in most states, but will be a great time to share ideas for those interested in learning effective ways of marketing a mediation or ADR practice. John Rothman of Tulsa will be there to “referee” this time together and marketing tips will be available for attendees.

Our Friday evening activity is different from the past. We will have cocktails, dinner and bowling, for anyone who is interested, in the unique private venue just two blocks from the Renaissance, The Flamingo Bowl. This should be a fun time together with our colleagues and spouses to relax and enjoy the evening.

We look forward to seeing you in St. Louis!

Welcome AAM New Members

We are pleased to announce the following new AAM members (as of this publishing):

Bradford Block, *Northbrook, IL*
 Jim Boeckman, *Austin, TX*
 Joan Burger, *St. Louis, MO*
 Will Cannon, *Houston, TX*
 Jules Crystal, *Chicago, IL*
 Alfred Denham, *McAllen, TX*
 Lori Ecker, *Chicago, IL*
 George Flint, *Dallas, TX*
 Robert Kelly, *Fort Smith, AR*
 Ketan Kharod, *Austin, TX*
 Mitchell Margo, *St. Louis, MO*

David Mattenson, *Northfield, IL*
 Jane McEldowney, *Houston, TX*
 John Newell, *Chicago, IL*
 Lynn Rubinett, *Austin, TX*
 Anne Shuttee, *Dallas, TX*
 Kevin Sido, *Chicago, IL*
 Beverly Tarr, *Chicago, IL*
 Thomas Tozer, *Flossmoor, IL*
 Craig von Sternberg, *Houston, TX*
 John Wilson, *Hilton Head Island, SC*

We welcome you to the **Association of Attorney-Mediators** and look forward to your active participation within this organization! Please let an officer of a local chapter or the national board of AAM know what AAM can do for you and how you would like to become involved in AAM’s activities.

AAM CHAPTER NEWS

AAM currently has chapters in several locations. Some of these meet on a regular basis, offering members CLE credits. Several meet in conjunction with their local bar ADR section. Contact your local Chapter President for more information and to get involved.

CHAPTER PRESIDENTS — 2010

Bexar Co. (San Antonio) Chapter

Ronald Hornberger
Plunkett & Gibson, Inc.
70 NE Loop 410, Suite 1100
San Antonio, TX 78216

P: (210) 734-7092
X: (210) 734-0379
hornbergerr@plunkett-gibson.com

Central Texas Chapter

David Moore
Lakeside Mediation
3825 Austin Lake Blvd., Suite 403
Austin, TX 78703

P: (512) 477-9300
X: (512) 477-9302
david@lakesidemediation.com

Houston Chapter

Larry Hinojosa
Law Office of J.L. "Larry" Hinojosa
440 Louisiana, Suite 900
Houston, TX 77002

P: (713) 236-7772
X: (713) 236-7799
jlarryh@gmail.com

Illinois Chapter

Michael Leech
Hinshaw & Culbertson
222 N. LaSalle Street, Suite 300
Chicago, IL 60601-1081

P: (312) 704-3133
X: (312) 704-3001
mleech@hinshawlaw.com

North Texas Chapter

John B. Shipp
Crouch & Ramey, L.L.P.
1445 Ross Avenue, Suite 3600
Dallas, TX 75202

P: (214) 922-7180
X: (214) 922-7101
JShipp@crouchfirm.com

Oklahoma Chapter

Joel L. Carson
Attorney-Mediator
3555 NW 58th St., 5th Floor
Oklahoma City, OK 73112

P: (405) 946-8022
X: (405) 942-8362
jlc99@flash.net

St. Louis Chapter

Richard Sher
Devereux Murphy LLC
190 Carondelet Plaza, 11th Floor
St. Louis, MO 63105

P: (314) 721-1516
X: (314) 721-4434
rsher@devereuxmurphy.com