



SCMA

Southern California Mediation Association

TRICKS OF THE SETTLEMENT TRADE

WHY AREN'T YOU USING THESE
TECHNIQUES TO GET PAST IMPASSE?



2017 ANNUAL FALL CONFERENCE

OCTOBER 20-21, 2017 DOWNTOWN LOS ANGELES, CA

SPEAKERS



GREG LEDERMAN



TEDDY SNYDER



MIKE ZEA

WHAT'S A . . .



[[BRACKETING]]

Structured

Settlements

Annuities



Special Needs

T R U S T S

WHAT ARE THEY? WHY USE THEM? WHEN TO USE THEM

A photograph of a blank, lined notebook page. The page is yellowed and has horizontal ruling lines. It is centered against a light blue background. The text "NOTE TAKING" is overlaid in a large, blue, italicized font across the middle of the page.

NOTE TAKING

MEDIATOR'S PROPOSAL



<http://wcmmediator.com/mediator-proposals/>



Questions