# Negotiation, Mediation, and Arbitration for the Insurance Professional

*A joint presentation by ADR Institute of Canada, ADR Institute of Alberta, and Canadian Bar Association Alberta Branch*

## November 6, 2018

**The Ranchmen's Club**
**710-13 Ave SW**
**Calgary, AB**

**Registration**
**8:30 AM to 9:00 am**
**Presentation**
**9:00 AM - 4:45 PM**

**Cost: $350.00**
**includes refreshments & lunch**

**Reception to follow**
**sponsored by McLennan Ross**

McLennan Ross LLP
LEGAL COUNSEL

This presentation is for adjusters, claims handlers, brokers, and underwriters. Participants will:

- Understand principled negotiation
- Look for the win-win in all negotiations
- Know how to overcome roadblocks to agreement
- Practice negotiation skills with help from the instructors/coaches
- Understand mediation and judicial dispute resolution (JDR), and their differences
- Know when to seek either mediation or JDR during a dispute
- Know how to prepare for and maximize the benefits of mediation and JDR
- Understand the fundamentals of arbitration and umpire proceedings
- Know how to maximize efficiencies in arbitration and umpire proceedings
- Know how to choose or appoint an arbitrator or umpire
- Know how to enforce arbitration results

**Highly qualified professionals in negotiation, mediation, and arbitration will be presenting. Continue reading to find their biographies and qualifications.**

The event has been accredited by the Alberta Insurance Council for 6.5 hours of CE credits.

Please be aware that tardy arrival to or early departure from any seminar will preclude AIC from issuing a CE certificate for the seminar.

The Ranchmen's Club offers corporate rates at several Calgary hotels. Call 1-866-228-3885 for more details.

**Full program outline and registration:** https://bit.ly/2wtHhmK

# Presenter Bios *Negotiation*

## *Lynel Barrow*

Lynel is a lawyer with solid business acumen and a strong corporate/commercial background. She has expertise in successfully creating corporate alliances as well as negotiating, structuring and executing high level tactical initiatives, drafting complex commercial transactions, leading mergers and acquisitions, as well as wide variety of IP related transactions. Lynel is recognized as a versatile lawyer adept at working closely with company-wide business units to deliver results.

## *JoAnn P. Jamieson*

JoAnn's practice is dedicated to environmental, regulatory and Aboriginal law matters. With over 20 years of experience, she has worked on major resource development throughout western and northern Canada. She routinely advises clients on Aboriginal consultation law, and has negotiated participation and impact benefit agreements with Indigenous communities throughout western and northern Canada. She is currently the President of the Board of Directors for the Environmental Law Centre (Alberta).

# Presenter Bios *Arbitration*

## *Michelle Simpson, C. Med C. Arb*

Michelle is a Lawyer, Chartered Mediator and Chartered Arbitrator. Michelle has arbitrated nearly 100 cases since 2011 and has mediated countless numbers of issues associated with a wide variety of topics. Michelle teaches the ADRIC sponsored National Introductory Arbitration course in Edmonton as well as the Preliminary Hearing ADRIA sponsored course for Arbitrators and has been a guest speaker at many local, national and international conventions on a variety of topics including the use of ADR to resolve conflict.

## *Gary Selby, C. Med C. Arb*

Gary has been practicing in a wide range of ADR services since 1999. His ADR practice has included over 750 mediation sessions in many areas such as government, commercial, corporate, community, workplace, and court sanctioned. Gary graduated from the University of Saskatchewan in Geological Engineering in 1974 and expanded his career to encompass the ADR field. For many years, he has served as a mentor for the Department of Justice mediation programs throughout Alberta.

## *Jim McCartney, LLB, C. Med, C. Arb*

Jim has mediated, umpired, or arbitrated over 1000 disputes involving commercial/industrial/public & residential construction, professional negligence, fatalities and severe injury, corporate dissolution, shareholder agreements, royalties, insurance coverage, and other matters. He has been President of the ADR Institute of Alberta, and is a Vice-President of the ADR Institute of Canada. He was a member or chair of two Oil Sands Dispute Review and four NEB Pipeline Arbitration Committees.

# Presenter Bios *Mediation*

## *Sabri Shawa, Q.C. FCIArb*

Sabri is an arbitrator, mediator, negotiator, and litigator. He has practiced, in Calgary, for nearly three decades. Sabri has mediated claims arising out of everything from car accidents and medical malpractice to a wide range of issues including construction and design, equipment failures, and fires. Sabri has mediated disputes among shareholders and between companies in respect of all manner of things. Sabri has also been hired several times as an umpire under s. 519 of the Insurance Act of Alberta.

## *Edward W. Halt, Q.C.*

Ed is a seasoned litigation/dispute resolution professional with 30 years of experience practising civil litigation, with an emphasis on professional liability representation, directors' and officers' representation, as well as corporate commercial, securities and franchise litigation. He also has regularly practiced in the areas of insurance law, insolvency, construction and product liability litigation. He has extensive experience in alternative dispute resolution through mediation, arbitration and fact finding, both as advocate and as the neutral dispute resolution professional.

## *Marney Lutz*

Marney received her mediation training through Strauss Institute for Dispute Resolution at Pepperdine University. She has been mediating for 5 years, and in June of 2017 transitioned to a full mediation practice. She brings to her mediation practice over 20 years experience in personal injury, property, commercial and insurance litigation, on both plaintiff and defence sides of a dispute. Marney's approach to mediation is as a "connector", attempting to bring parties together to work collaboratively through the issues at play.