

"Litigation is a high risk gamble – and the risks and burden of costs today are so substantial that for any well advised [person] litigation must be the course of last resort if any reasonable alternative is available...."

The alternative of choice today is mediation. The law today increasingly recognises the value and importance of mediation as a social necessity...."

Give mediation a chance. Give it a chance at the earliest opportunity....In litigation there is only one winner and that is generally the lawyers. Mediation is not a universal panacea: it has its limitations and is not always applicable. But where it is available in my view no sane or conscientious litigators or party will lightly reject it...."

© Mr Justice Lightman, July 2003.



mediation-1st

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mediation-1st is a trading style of Leathes Prior Solicitors

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Why take disputes to Mediation? Judge for yourself.

Mediation works.

About 8 out of 10 mediations settle.

It's cheaper than litigation.

The cost of a Mediation starts from £50 plus VAT per party.

It's quicker than litigation.

A Mediation can normally be arranged in two to four weeks.

It's less uncertain than litigation.

Risk is minimal; if a party doesn't like what's on offer, they don't have to settle.

It may be an opportunity.

A mediated solution may enable the parties to preserve business relationships.

It enables the parties to judge for themselves.

Mediation returns the dispute to the parties, enabling them to talk to each other in a safe and structured negotiation. They are assisted in finding their own resolution of their dispute rather than having a solution imposed by a judge. Each of the parties will be able to live with a mediated settlement, whereas a judge's imposed decision leaves at least one (and often two!) losers.

And lastly, ignoring it could be costly!

A refusal to mediate can lead to costs penalties in court.

Mediation is the **modern, practical, commercial** way to **resolve** disputes.



What do you have to gain by using mediation-1st? A great deal.

Mediation is voluntary so no one can be forced to accept an outcome that they can't live with. It's confidential, "without prejudice" (or "off the record") and non binding, until a settlement is reached, so there's nothing to lose.

The choice of **Mediator** can be crucial. The Mediator neither determines the dispute, nor tells the parties how to settle, but he or she should be skilled in negotiation and able to assist the parties to negotiate their own settlement of their dispute.

We are solicitors who **specialise** in dispute resolution by mediation. Each of our Mediators holds a Mediation **qualification** from one of the country's most **widely recognised** Mediation training bodies, either CEDR (The Centre for Effective Dispute Resolution) or the ADR (Alternative Dispute Resolution) Group.

Our **experience** as litigators enables us to understand the dynamics of the different stages of litigation, and the different perspectives of the parties and their legal or other advisors. We've been there ourselves, many times, and so we can **work with the parties and their advisors** to find a deal that meets their needs. Where necessary, we are experienced in helping the parties to test the strength of their case in order to enable them to come to a realistic settlement.

The **positive feedback** we've received speaks for itself:

"We felt we must thank you personally for the utmost attention and help which you provided and we are sure that your influence and charisma was a great part in securing a settlement to bring to an end what has been a most difficult time and we are extremely grateful".

"A calm and confident presence...prepared thoroughly...clearly had the confidence and respect of all the parties...it was a great help to have Martin."

If you think we can help mediate or if you have any questions about Mediation **don't hesitate** to give us a call or drop us an email. Solicitors and other professionals might also be interested in our two **free** in house **seminars**, "**Improve your Negotiating Skills**" and "**An Introduction to Mediation**", for which **Law Society Continuing Professional Development points** are available.

mediation-1st charges

Inclusive fee for full Mediation Day – no additional charges for "extra" hours.

Amount in Dispute (£)	Each Party Pays (plus VAT) (£)
0 - 499	50
500 - 999	75
1,000 - 2,999	100
3,000 - 4,999	150
5,000 - 9,999	250
10,000 - 24,999	500
25,000 - 49,999	750
50,000+	950

We can provide suitable rooms at our own premises in the Cathedral Close, Norwich, free of charge. Mediator's travel costs may be extra.

Our mediators

MARTIN PLOWMAN

- CEDR Accredited Mediator.
- Member of the BFA National Mediation Panel.
- Has mediated cases from small claims to those worth over a million pounds.
- Partner in Leathes Prior, Solicitors.
- Head of Leathes Prior Litigation Department for fifteen years.
- Specialist in commercial litigation, employment law, landlord and tenant / housing and franchising/ IP law.
- Consistently rated a leader in his field by The Legal 500, the leading independent guide to the legal profession.



Contact Martin on 01603 281144 or alternatively email him at martin@mediation-1st.co.uk

ANGELA FAHY

- ADR Group Accredited Mediator.
- Partner in Leathes Prior, Solicitors.
- Specialist in planning law, boundary disputes, property disputes.
- Former University Lecturer and Planning Officer.



Contact Angela on 01603 281105 or alternatively email her at angela@mediation-1st.co.uk