



The Arbitration Section presents

Settlement Ain't a Bad Word

**Thursday
May 16, 2019**

Rescheduled from 3/13/19

MCLE Registration: 11:30 a.m - 12:00 p.m.

Program: 12:00 - 2:00 p.m.

Speakers

Guy Kornblum

Kornblum, Cochran, Erickson & Harbison, LLP

Herman Papa

Judicate West ADR Services

Kristoffer S. Mayfield

Kristoffer S. Mayfield Law Offices

John Worden

Schiff Hardin LLP

Topics

- Working the case up for early settlement.
- What you need to persuade the carrier to consider an early – and valuable – settlement for your client.
- How to approach the carrier without seeming “weak”.
- How to avoid insurance company stalling – “we need more information.”
- The benefits to responding positively to insurance company requests for information.
- Agreements for mutual discovery to get to a plateau at which negotiations are productive.
- How to encourage cooperation toward a common goal of resolution.

Section Chair: John S. Worden, Schiff Hardin LLP

MCLE: 2 Hours

To receive MCLE credit, you must sign in during the designated MCLE registration period. This activity is approved for Minimum Continuing Legal Education credit by the State Bar of California. BASF is a certified provider.

Provider #103

Location

Bar Association of San Francisco
301 Battery Street, 3rd Floor
San Francisco, CA 94111

Cost

\$30 BASF Section Members, Government & Nonprofit Attorneys
\$40 BASF Members
\$55 Others
FREE for BASF Student Members

All prices increase \$10 on the day of the program.

Event Code: G194104

BASF Members:

Be sure to log in to get your discounts!
Refunds will be given up to 48 hours in advance, less a \$10 handling fee.

Special Requests:

People with disabilities should contact BASF regarding reasonable accommodations.

CLE Webcast: www.sfbar.org/online-cle



Live



Recorded
Available March 25

Register online: www.sfbar.org/calendar or complete form below.