



THE BAR ASSOCIATION OF
SAN FRANCISCO

The Bar Association of San Francisco's Lunch and Learn series presents

Why the Other Side Won't Settle and What You Can Do About It

SPEAKER

Robert Jacobs

Judicate West

Learn about common settlement roadblocks at mediation and how to best overcome them.

TOPICS

- Getting the Other Side to See the Case Like You Do
- Getting the Other Side to Value the Case Like You Do
- Addressing the Other Side's Expectations about Trial Results
- Dealing with the Other Side's Efforts on Getting the Best Deal Possible



Thursday, October 2, 2025

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

Hybrid Program: 12:00 - 1:15 p.m.

MCLE: 1 Hour

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



Hybrid Options

In-Person

BASF Conference Center
50 Fremont Street, Suite 1700
San Francisco, CA

Virtual

Zoom link will be provided prior to the program.



Pre-registration is required

Cost

FREE for BASF Members

\$50 for All Others

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

Register online: www.sfbar.org/calendar

All are welcome, varying rates apply based on membership status.

Note: Judicate West and The Bar Association of San Francisco are not affiliated.

Event Code: G251618A