

Negotiation, Mediation, and Arbitration for the Insurance Professional

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

May 13, 2020

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

**\$350.00 includes
refreshments, lunch &
reception**

**Registration: 8:30 - 9:00 AM
Program: 9:00 AM - 4:45 PM
Reception to follow
sponsored by**



This conference is for adjusters, lawyers, claims handlers, brokers, and underwriters. Participants will learn how to:

- Understand principled negotiation
- Identify the win-win in all negotiations
- Overcome roadblocks to agreement
- Use negotiation skills through practice with experienced instructors/coaches
- Understand mediation and judicial dispute resolution (JDR), and their differences
- Know when to seek either mediation or JDR during a dispute
- Prepare for and maximize the benefits of mediation and JDR
- Understand the fundamentals of arbitration and umpire proceedings
- Maximize efficiencies in arbitration and umpire proceedings
- Choose and appoint an arbitrator or umpire
- 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 the issuance of a CE certificate for the seminar.

The Ranchmen's Club offers corporate rates at several Calgary hotels.
Call 1-866-228-3885 or email frontdesk@ranchmensclub.com for details.

Presenter Bios *Negotiation*

Sandra Weber, LLB



From 1990 until the end of 2018, Sandra had a litigation practice with McLennan Ross LLP serving clients in the areas of insurance and personal injury law. Over the years, she represented clients at the various levels of Court in Alberta, Saskatchewan and the Northwest Territories. In addition, she gained significant experience advocating on behalf of clients in mediations and judicial dispute resolutions. In January 2019 she started Weber Mediation through which she provides mediation services to legal counsel and insurance companies assisting them in resolving litigated claims.

Terry Daniel, PhD, SM, BEng



Terry is a faculty member of the Alberta School of Business. He has won the School of Business's major teaching awards and has on several occasions been selected as the top instructor in the MBA program. He has taught operations management, bargaining and negotiations, decision analysis, game theory and competitive strategies. In addition, he has offered decision analysis and negotiation workshops and consulted for organizations in engineering, energy, business, various levels of government and more.

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.

Bob McBean, Q.C., C.Med, C.Arb



Bob has practiced civil litigation primarily in Alberta since 1978. Since the early 2000s, he has focused his practice on the mediation and arbitration of commercial and insurance disputes. He has mediated hundreds of Queen's Bench matters including personal injury, insurance, commercial disputes, shareholders disputes, construction, employment, and professional liability matters. He also carries on an active commercial arbitration practice in a wide variety of disputes.

Presenter Bios *Mediation*

Sabri Shawa, Q.C. FCI Arb



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.

Barb Cornish, C.Med, C.Arb



As a litigator, Barb has appeared at all levels of court, including the Supreme Court of Canada and a wide variety of statutory and appellate tribunals. For 15 years Barb has focused her practice on mediation and arbitration. Through her work, Barb has been honoured as a Distinguished Fellow of the International Academy of Mediators. Between 2011 and 2019 Barb was included in the Best Lawyers in Canada for Alternative Dispute Resolution. In 2014, she was named Lawyer of the Year (Alternative Dispute Resolution) by Lawyer Monthly.

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