



# Mediation Advocacy



Wednesday, April 18, 2012 • 9:00 am to 12:30 pm

Hilton Hotel | 300 King Street | London, Ontario



**First Time in London!  
Sold Out Previous Years in Toronto!**

## Meet the Faculty



**Gary M. Caplan, McCague Borlack LLP**

Gary practices civil litigation and alternative dispute resolution. His litigation practice encompasses employment, professional negligence, and a wide range of commercial matters. Gary is certified by the Law Society of Upper Canada as a Specialist in Civil Litigation. He has received the designations of Chartered Mediator and Chartered Arbitrator by the ADR Institute of Canada. He has mediated and arbitrated hundreds of commercial disputes. Gary also holds a Diploma in International Commercial Arbitration from the Chartered Institute of Arbitrators, London, England. Gary is a frequent speaker and instructor on advocacy and alternative dispute resolution topics.



**L. Leslie Dizgun, Himelfarb, Proszanski LLP**

Leslie practices corporate commercial litigation, employment law, and alternative dispute resolution. He is also a chartered mediator, and has mediated hundreds of commercial disputes. Leslie received his Master of Laws degree in Alternative Dispute Resolution from Osgoode Hall Law School and is co-author of *Mediation Advocacy: Effective Client Representation*. He is an Adjunct Professor at Osgoode Hall Law School where he currently teaches the capstone colloquium in Litigation, Dispute Resolution and the Administration of Justice, and previously taught courses in Civil Procedure, and Dispute Settlement in the Civil Justice System. Leslie is a frequent speaker and instructor on advocacy and dispute resolution topics.

## Lead Instructors

**Gary M. Caplan, McCague Borlack LLP**  
**L. Leslie Dizgun, Himelfarb, Proszanski LLP**

## Program Description

As a litigator, you don't leave your courtroom skills to chance. The majority of cases are won or lost before going to trial, and you need to be just as vigilant about your advocacy skills outside the courtroom. Our lead instructors will walk you through a live mediation in freeze frame, whereby you will critically analyze which strategies are working, which are not and why. You will learn a broad range of techniques critical to your success as an advocate at mediation.

### Topics include

- preparing for mediation – not as easy as it looks
- strategies for dealing with different advocacy styles
- navigating impasses at the bargaining table
- managing difficult players
- confidentiality and conflicts of interest
- thorny ethical dilemmas, and more

Expand your litigation toolkit by attending this interactive program. Audience participation is encouraged. **Register early to avoid disappointment as enrolment is limited.**

Name: \_\_\_\_\_ Call Year: \_\_\_\_\_  
 Firm: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_  
 Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_ Telephone: \_\_\_\_\_  
 Fax: \_\_\_\_\_ Email: \_\_\_\_\_

**Registration Fee:**

**TAS Members \$225 + \$29.25 HST = \$254.25**  
 **MLA Members \$247.50 + \$32.18 HST = \$279.68**  
 **Non-Members \$275 + \$35.75 HST = \$310.75**

**Payment information**

Cheque to The Advocates' Society for \$\_\_\_\_\_ enclosed OR  
 Please charge \$\_\_\_\_\_ to my VISA or Mastercard

Card #: \_\_\_\_\_  
 Card Expiry: \_\_\_\_\_ Signature: \_\_\_\_\_

**To Register**, return this form with payment to Simona Ramkisson, Program Coordinator, The Advocates' Society, Suite 1700, 480 University Avenue, Toronto, ON M5G 1V2 Tel. 416.597.0243 Ext. 126 Fax 416.597.1588. Email: [simona@advocates.ca](mailto:simona@advocates.ca) Registration fee is refundable less \$50 admin fee if cancellation received 5 working days before the program. HST #10807 0707 RT0001  
*Program content, speakers, and location may change without notice.*

### CPD INFORMATION



Total CPD: 3.5 Hours  
 1 Professionalism Hour +  
 2.5 Substantive Hours  
 New Members: 3.5 Hours

This program has been accredited by the Law Society for 1 Professionalism Hours and 3.5 New Member CPD Hours.