

# When They Want to Walk Out: Mediating the Settlement of Monetary Disputes

**WHEN**

October 16, 2015

**LOCATION**

Bill and Margaret Clark  
Multi-Purpose Room  
River Market  
400 President Clinton Ave.  
Little Rock, Arkansas  
72201

**CME/CLE HOURS**

6 hours of Continuing  
Mediation Education and 6  
hours of Continuing Legal  
Education

**COST**

\$50 for Mediators  
\$100 All Others

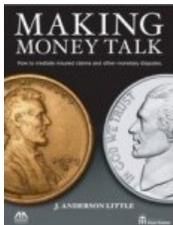
**J. ANDERSON LITTLE**

Author of *Making Money Talk: How to Mediate Insured Claims and Other Monetary Disputes*

**A**ndy Little is trained and certified as a Civil Trial Court and Family Mediator. With a flourishing fulltime practice and over 15 years of experience in mediation, Andy has mediated in excess of 4,000 cases. Prior to setting up his mediation practice, Andy has 17 years experience as a trial lawyer in commercial, personal injury, domestic, and criminal cases. Andy's practice is now devoted exclusively to conducting mediated settlement conferences and teaching others mediation skills and techniques.

Mr. Little chaired the committees that created the mediation programs in North Carolina. He was the first Chair of the North Carolina Bar Association's Dispute Resolution Section, served two terms on the Dispute Resolution Commission, and served as the Commission's Chair by appointment of the Chief Justice.

[www.mediationincNC.com](http://www.mediationincNC.com)

**Making Money Talk**

**A NEGOTIATION AND MEDIATION RESOURCE FOR LAWYERS,  
MEDIATORS AND INSURANCE CLAIMS PROFESSIONALS**

The American Bar Association has published a book by well-known mediator and mediation trainer, Andy Little. *Making Money Talk: How to Mediate Insured Claims and Other Monetary Disputes* is the first book in the literature of mediation to thoroughly explore the problems of traditional bargaining that occur in the settlement of civil litigation.

At last, there is teaching material available that directly applies to lawyers, insurance agents and mediators alike who mediate and negotiate the settlement of civil litigation. Court ordered mediation is growing in the United States and, as it does, the need to understand the dynamics of negotiations about money grows as well.

This book is a must for civil trial mediators. It contains proven techniques to use when money negotiations predictably bog down and the parties are ready to throw up their hands and quit. Andy Little has found predictable patterns of behavior in the 4,500 civil trial mediations he has mediated over the past 16 years and he has developed proven techniques that have assisted him and the hundreds of mediators he has trained.

**Arkansas Alternative Dispute Resolution Commission**

For more information contact: Sarah L. Smith 501-682-9400 or [Sarah.Smith@Arkansas.gov](mailto:Sarah.Smith@Arkansas.gov)