



## Subro Education at Your Desk – NASP WEBINAR



### ***"Game of Rooms – Strategies for Conquering Your Next Mediation"***

**Tuesday, March 19, 2019 – 1 p.m. EST**

In modern civil litigation, mediations are becoming more and more popular with both clients and courts. Many jurisdictions even mandate that parties engage in some form of alternative dispute resolution. In property subrogation cases, where damages are often not the main point of contention, mediations can be especially successful. However, mediators and litigants often have their own preferences about how mediations should be handled. This presentation will provide a point/counterpoint overview of strategies regarding various aspects of mediation, including, among other topics, the selection of a mediator, mediation memos, opening statements, sharing expert reports, group sessions, and clients appearing by phone. The presentation will review and expand upon the topics addressed in the upcoming Subrogator article of the same title.

**Matt Ferrie** is a Partner for White and Williams and has practiced exclusively in the field of property subrogation since 2007. He investigates/litigates commercial and residential property losses. Matt has lectured on topics including deposition strategies/tactics, and the selection, retention, and preparation of expert witnesses. Matt has also served as an Attorney Instructor to expert witnesses in courtroom testimony training seminars. Matt is a former Assistant District Attorney in Berks County, Pennsylvania, where he prosecuted criminal defendants in over 50 jury and non-jury trials.

**Lian Skaf** is an associate for White and Williams in the subrogation department and practices exclusively in the field of property subrogation. He handles major property losses involving fires, water leaks, structural damage, product and construction defects and other catastrophic failures. He has worked in the field of subrogation for over nine years. Lian is admitted to practice in Pennsylvania and New Jersey and has litigated cases in many other jurisdictions as lead counsel with the assistance of local counsel.

**Gus Sara** is an associate for White and Williams in the Subrogation Department and practices exclusively in the field of insurance subrogation, handling large property loss cases. He has successfully resolved hundreds of cases for his clients in matters involving commercial and residential fires, explosions, structural collapses, water losses, product liability, construction defects (including hot work related losses) and maritime claims. Gus is currently a blogger for the Subrogation Strategist.

#### **REGISTRATION FEE:**

**FREE** – Members  
**\$150** – Nonmembers  
**\$75** – Nonmember Group Rate\* (per person –3 or more from same company)

\*Please contact Michelle Givvin to register groups.  
1-800-574-9961.

#### **WEBINAR INSTRUCTIONS:**

1. Register and make payment at [subrogation.org](http://subrogation.org).
2. You will then be given a link to GoToWebinar to register.
3. A reminder will be sent **24 hours** prior to webinar.