

**Mediation of Pre-Litigation & Litigated Disputes, including
Complex Business, Employment, Entertainment & Real Estate Matters**

**Mediation Rates Appropriate for Small & Medium Cases;
Mediations Required by Real Estate & Other Contracts; and Court-Ordered ADR**

Mediation Information Regarding Peter J. Lesser, including:

1. Introduction & Description of Services – 1 page
2. Resume of Peter J. Lesser, Esq. – 2 pages
3. Reviews and Recommendations – 2 pages
4. Rates & Policies for 2010 – 2 pages

For additional information, please contact Peter Lesser at 310-821-1918 or Peter@PeterLesser.com, or visit our website at www.PeterLesser.com. Thank you.

Resume of Peter J. Lesser

EDUCATION

University of Virginia School of Law

J.D. received 1984.

Senior Editor, Virginia Journal of International Law. Winner of Dillard and Deak Awards for Best International Law Note at UVA and in the U.S., Spring 1984.

Straus Institute for Dispute Resolution

Pepperdine University School of Law

LL.M. in Dispute Resolution received 2003.

Master of Laws (LL.M.) program involved extensive course work in domestic and international alternative dispute resolution, and over 360 hours of service as a mediator and arbitrator with the Los Angeles Superior Court and California Lawyers for the Arts.

London School of Economics and Political Science

M.Sc. in International Relations received 1980.

Oberlin College

B.A. in Economics & Government received 1979. Junior year at London School of Economics.

PROFESSIONAL BACKGROUND

Law & Mediation Offices of Peter J. Lesser

1993 - Present

Los Angeles, California

Litigation Practice: Representation of business and individual clients in civil and appellate litigation, with emphasis on business, real estate, intellectual property, major tort and other complex litigation (practice has been approximately 50 percent plaintiff, 50 percent defense).

Substantial first-chair jury trial, bench trial and appellate experience before the California Courts, U.S. District Court, U.S. Bankruptcy Court and Ninth Circuit Court of Appeals.

Mediation Practice: Over 400 mediations of litigated and pre-litigation matters to date, with extensive experience mediating complex, multi-party business and real estate disputes; HOA, construction and development matters; employment & workplace litigations; accident/injury cases; intellectual property and entertainment law matters; and partnership/corporate dissolution disputes. Substantial experience with mandatory mediations pursuant to real estate and other contracts.

Active Member of the California State Bar. Licensed California Real Estate Broker.

Peter J. Lesser, Professional Background, cont.

Mitchell Silberberg & Knupp

1988 - 1993

Los Angeles, California

Involved in a range of business, intellectual property, entertainment and probate litigation matters, with substantial deposition, law and motion, and first-chair civil trial experience. First-chaired criminal jury trials as a *pro bono* prosecutor with the L.A. City Attorney's Office (TAP Program).

Kelley Drye & Warren

1987 - 1988

Washington, D.C.

Involved in litigation matters in Federal courts and U.S. administrative agencies, including international patent infringement action before the U.S. Court of International Trade and aviation law trial before the Department of Transportation.

Donovan Leisure Newton & Irvine

1984 - 1986

Washington, D.C.

Participated in domestic and international litigation matters before Federal courts and U.S. agencies, including international trademark infringement action before the International Trade Commission.

PUBLIC SERVICE & SPEAKING ACTIVITIES

Service as a volunteer mediator, Los Angeles and Riverside Superior Courts, and as a mediator and arbitrator, California Lawyers for the Arts. Served as a Judge *Pro Tem* for settlement conferences, Riverside Superior Court (Indio).

Lecturer on mediation, arbitration, litigation avoidance and career issues before major real estate brokerages and other professional groups. School outreach programs through Inns of Court.

Volunteer Mediator and Judge, American Bar Association's Representation in Mediation Competition for Law Students, Regional Competition and National Finals.

Extensive *pro bono* litigation work in private practice (civil, criminal & family law matters), and past cases with Public Counsel, Bet Tzedek Legal Services and California Lawyers for the Arts.

References, Publication List & Transcripts are available upon request.

REFERENCES AND RECOMMENDATIONS

The following are a few of the references and positive reviews that Peter Lesser has received as a mediator:

Dear Peter:

On March 19th, you served as mediator on this case. We inform you that the case has now settled, thanks entirely to your efforts at the mediation.

We are particularly impressed with your skills as a mediator. You are low key, intelligent and logical, helping each side to better understand their own needs in the case. You helped each side go around the obstacles that had prevented the attorneys alone from settling the case. I would highly recommend you as a mediator to other clients and counsel, especially on the very serious case.

J .S. F., Esq., Los Angeles, CA

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*We all walked in saying: "This case would never settle."
Guess what? Peter Settled It!*

S.T.G., Esq., Beverly Hills, CA

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*Mr. Lesser is Excellent! He goes well above and beyond the call of duty, and continues to spend time and effort to get disputes settled after the mediation hearing is completed.
I CANNOT RECOMMEND HIM HIGHLY ENOUGH.*

J.A.R., Esq., Palm Springs, CA

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Peter –

Just a note of thanks for your adept handling of my case this past Friday. Though I've never gone through the mediation process before, I'm certain your expertise significantly contributed – if not being solely responsible – for a timely and equitable resolution. Once again – Thank You!

A.M. (Litigant/Realtor), Los Angeles, CA

References & Recommendations, cont.

Dear Pete:

I was delighted to meet you at your Water Garden office for the Mediation of the L.P. matter. Mr. P. and I are very grateful for your skillful (and successful) efforts. I very much look forward to the privilege of working with you in the future. Although I am most likely to see you again at the Water Garden, I wish for you great success and prosperity in the desert.

T.P.A., Esq., Redondo Beach, CA

Mr. Lesser has an excellent reputation as a mediator. He helped my client resolve a complex and difficult matter. The resolution satisfied both sides. I will continue to utilize his services.

B.S.H., Esq., Indian Wells, CA

Dear Peter:

Just a quick note to thank you for your pro bono time and efforts as mediator on this matter last week. Please feel free to include my name on you undoubtedly long and growing list of references.

S.E.B., Esq., Los Angeles, CA

Mr. Lesser did a terrific job in narrowing the issues and moving the parties close enough that the case settled...."

N.C.L., Esq., Los Angeles, CA

"The mediator was excellent. He was the key to settling the case."

R.S., Esq., Los Angeles, CA

"Neutral was excellent."

O. & M., Los Angeles, CA

"The City of Los Angeles appreciates the extra effort that Mr. Lesser expended in settling this case [against the City]...."

H.A.L., Esq., Deputy District Attorney,
Los Angeles, CA

"Very good job by mediator."

W.& D., Santa Ana, CA

Mediation Rates & Policies for 2010

Peter Lesser's rate for mediation services is **\$300 per hour**. No administrative, case management or travel fees are charged. For most cases, half-day or full-day mediations are appropriate:

Half-Day Mediation: For 2010, Peter is available for **half-day mediations for \$1,000**.

This includes a detailed review of mediation briefs and exhibits; at least 3.5 hours of meeting time with the parties and counsel; and reasonable follow-up by email or phone, if necessary.

Full-Day Mediation: Peter is also available for **full-day mediations for \$1,800**, which includes preparation time, at least 6.5 hours of meeting time, and reasonable follow-up, if necessary.

Additional meeting time, or substantial follow-up time, will be invoiced at \$300 per hour, and is payable upon receipt.

Meeting Locations: Peter is happy to conduct mediations at attorneys' offices throughout Los Angeles, Orange, San Bernardino and Riverside Counties, with no travel charges. Peter requests that a separate meeting room be available for each party (or group of parties).

Mediations may also be conducted at Peter's office suite in Century City. However, please note that additional meeting room charges may apply in cases involving three or more parties.

Prepayment of Mediation Fees: Peter's mediation rates are premised on the **pre-payment of his professional fees by each party at least three days prior to the scheduled meeting**. Counsel are responsible for determining how many parties will be sharing the fees, and whether the fees will be paid by the law firm, the client or the insurer; please communicate this information to Peter by email.

Fees may be paid by **check mailed to Century City at least seven days prior to the meeting**; or **via PayPal through Peter's website at least three days prior to the meeting**. Please note that PayPal accepts credit cards, or can perform electronic debits from personal and business bank accounts at no cost to the client/payor. For cases involving insurance carriers, please contact Peter to discuss payment arrangements.

Peter Lesser's Mediation Rates & Policies for 2010, cont.

Mediation Briefs & Exhibits: Peter appreciates receiving mediation briefs and copies of key exhibits (and studies them closely), but he does not require them. For cases in which preparation of a brief would present a financial hardship for the client, or is otherwise impracticable, Peter can learn about that party's position orally at the beginning of the mediation.

Please transmit mediation briefs and exhibits at least 24 hours prior to the mediation by email attachment to: Peter@PeterLesser.com (preferred), or by fax/Efax to 866-225-4573 (no cover sheet required). Please do not mail or overnight the briefs to Century City without first advising Peter. Please do not bring previously un-transmitted briefs to the mediation: Peter will not have the time or ability to review the brief under these circumstances.

Cancellation Policy: If a mediation is cancelled in its entirety (rather than rescheduled), the meeting fee is subject to the following cancellation policy:

- If cancelled 7 or more days prior to the meeting: no fees are due (full refund);
- if cancelled 5 or more days prior to the meeting: 50 percent of meeting fee is due;
- if cancelled 4 or fewer days prior to meeting: 100 percent of initial meeting fee is due.

Confidentiality Agreement?: All mediations conducted in California are protected as privileged and confidential settlement communications pursuant to the California Evidence Code and applicable case law. Similar laws and policies apply in Federal cases. There are many views as to the necessity or advisability of written confidentiality agreements under these circumstances.

If counsel for one party requests that a written confidentiality agreement be executed prior to the commencement of the mediation, that request will be accommodated if all counsel are in agreement. To the extent possible, please address this with your co-counsel, and with Peter, in advance of the mediation.

Joint Sessions?: Peter generally does not begin his mediations with a joint session involving all parties and counsel. Rather, Peter prefers to meet in separate, private sessions with the parties and their counsel, where everyone can be more candid with one another. Sometimes, a brief or limited-purpose joint session is productive at a later stage of the meeting; this can occur (or not occur) in your case based on the specific circumstances.

If you believe a joint session (or presentation to the entire group) would be valuable at the beginning of your particular case, please discuss this with Peter in advance of the meeting. Likewise, Peter believes that every case is unique; he's open to all ideas and approaches; and he values the input of counsel, clients and other professionals in all aspects of the mediation process.

Questions or Concerns?: Please feel free to contact Peter by phone (310-821-1918), or email him at Peter@PeterLesser.com with any questions or concerns.