

**MINUTES  
ADR SECTION**

**August 17, 2011  
12:00 - 1:30 p.m.**

Dave Kerrick - Chairman, Presiding  
Michelle Michaud - Vice President (Not Present)  
G. Lance Salladay - Secretary/Treasurer

Attendees: James B. Lynch  
Bob Alexander  
David Kerrick  
John McGown  
Richard Dredge  
Bob Wetherell  
Tom M. Callery (President - U of I Student Chapter-ADR)  
George D. Carey  
Tony Park  
Susie Boring Headlee  
John Magel  
Sandra Meikle

**BUSINESS:** Dave Kerrick called the meeting to Order and reviewed the Minutes of the April 20, 2011 Meeting.

No objections or corrections having been offered, the Minutes were unanimously approved.

The Financial Statement for the Section was reviewed and approved.  
Balance - \$4,262.00.

Dave Kerrick announced that the regular section meetings are to be held four times per year but are not quarterly. The meetings take place on the third Wednesday in January, April, August and October.

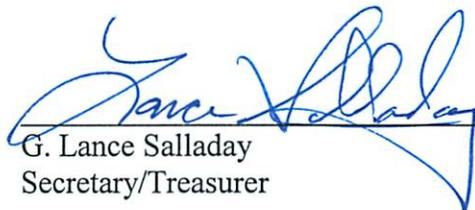
**ADVOCATE ARTICLES:** Dave Kerrick announced that there were approximately 5 volunteers to write articles concerning alternative dispute resolution and related subjects for a future Advocate publication. Dave requested a committee be established to organize and supervise identification and preparation of the articles. John McGown was appointed Chairman of the Steering Committee, which will consist of the following individuals: Maureen Laflin, Tony Park, Susie Headlee, Tom Callery, Vaughn Fisher.

The Committee's charge is to take steps necessary to sponsor an issue of The Advocate on behalf of the ADR section, determining with the editorial board of The Advocate the articles that will be published, subject matter, and the authors of each article.

**CLE PROGRAM:** Bob Wetherell presented an informative and lightly entertaining program entitled "Getting to Yes with the Insurance Adjuster". The high points of the presentation included the fact that Adjusters generally want to get cases settled early, thus it is important to determine what the impediment to the resolution is. Bob stressed the importance of talking to the Adjuster with some deference during the mediation process as it is the Adjuster who controls the checkbook. Obtaining the required documentation and disclosure of that documentation is important so that all parties have the necessary information to permit meaningful settlement discussions, and the importance of individual conferences with attorneys for the parties, in an effort to seek out information which might not otherwise be contained in meditation statements, including issues relating to second payer, e.g. "Medicare" and medical provider "write downs." Bob indicated that it is necessary to hold a joint session, which is important to an Adjuster in order to allow them to see and evaluate the Plaintiff. The Plaintiff's Attorney should be advised in advance that they should be prepared for a brief status statement on the Plaintiff's condition, to be presented by the Claimant whenever possible. Finally, Bob indicated that it was important, particularly in injury cases, for the Mediator to make it clear to all involved, that everyone in the mediation process is sympathetic with the Plaintiff's circumstances and that no one wanted to see any harm done.

**NEW BUSINESS:** Susie Boring Headlee raised a question with regard to the 2012 Federal State Mediation Training seminars and requested input on how to improve the presentations for future discussion.

Meeting adjourned 1:35 o'clock p.m.



G. Lance Salladay  
Secretary/Treasurer