



AAA Mediation.org™

**FN-1166399 MN-1166399 LN-1166399,
Esq.**

Sudbury, Massachusetts



Current Employer-Title	Arbitrator/Mediator – Self-Employed Proveris Scientific Corporation – Board Member
Profession	Arbitrator; Attorney; Business/Board Member; Entrepreneur
Work History	<p>Board of Directors/Corporate Secretary, Proveris Scientific Corporation, 2015-Present; President/Senior Vice President & General Counsel, 2005-2017; Chief Executive Officer/Founder, Uneva Health Inc., 2015-2020; Chief Executive Officer/Founder, Suhafa Inc. 2011-2013; President, Susan Hanmer Farina P.C., 2002-2008; Partner, Hale and Dorr LLP, 2000-2002; Associate, Goldstein & Manello P.C., 1994-2000; General Manager (North America), Galeria Cano, 1988-1990; Manager, Cathedral Shops at Equitable Inc., 1986-1988; Manager/Assistant Buyer, Bloomingdale's, 1982-1985.</p> <p>Director, General Board (volunteer position), Y.M.C.A. of Greater Boston, 2020 – Present; Member, General Board (volunteer position), Boston College Law School Alumni Association, 2021 – Present.</p>
Experience	<p>Legal and business professional with deep experience representing Fortune 500 companies and in advising and/or leading entrepreneurial, private company, and family-owned businesses.</p> <p>Has legal subject matter expertise and knowledge related to:</p> <p>Intellectual property: Utility patent prosecution and litigation; trademark filing and litigation; trade secrets; software development and licensing.</p> <p>Technology development: Medical device regulatory requirements; good manufacturing/laboratory procedures; quality management systems.</p> <p>Franchises: Disputes related to encroachment, termination, warranty, contracts, financing, unfair and deceptive acts or practices.</p> <p>General business litigation: Breach of contract disputes; closely-held corporation disputes; stock</p>

purchase agreement disputes; fraud, tortious interference, breach of good faith and fair dealing disputes; consumer unfair debt collection disputes.

General business issues: Regulatory compliance; export compliance; employment matters; international negotiations and agreements; international tax matters; commercial lease agreements; equity incentive plans; numerous matters related to startup and early-stage companies.

Family businesses: personality management; power struggles; succession planning.

In addition to legal expertise and knowledge, has consumer business experience having worked for a decade in retail/wholesale businesses during which she was responsible for retail sales, wholesale sales, product development, and business analysis.

Mediator Experience

Has served as a mediator in more than 60 cases, the majority of which have been commercial in nature with a focus on contract disputes, including automobile, fast-food, and hotel franchise disputes; and commercial real estate disputes. Further, has also served as a mediator in a dozen or so landlord/tenant disputes.

Representative Issues Handled as a Mediator

Representative issues include franchise disputes involving breach of the franchise agreement (i.e., automobile, fast-food, hotel), breach of sales incentive charge-back rules, and termination, commercial real estate disputes involving claims for non-payment of rent and for termination of the lease, landlord/tenant disputes involving claims for non-payment of rent, failure to maintain the premises, and lease termination, numerous general breach of contract cases, breach of service contracts, and breach of contracts for the sale of goods.

Mediator Style & Process Preferences

I am a directive/facilitative mediator, meaning that I will ask difficult questions when necessary to assist parties in exploring possible solutions or moving beyond impasse. I also employ risk analysis where appropriate. Further, I believe that it is almost always beneficial for the parties, not just their counsel, to voice their perspectives while in the initial joint session. I am not an evaluative mediator and will not offer my opinion about how I believe a case would be decided by a jury or judge.

Education

Boston College (JD-1994); University of Massachusetts (BA, cum laude, Education-1982).

Professional Licenses

Admitted to the Bar: Massachusetts (1994/inactive); US District Court: District of Massachusetts (1995); US Court of Appeals: First (1996), Third (2001), Federal Circuit (2007); US Supreme Court (2000).

Professional Associations

American Bar Association, Past Member, Presidential Appointment to Special Committee on Bioethics and the Law and Annual Meeting Program Planning Committee, Past Member, Tort Trial and Insurance Practice Section (TIPS), Past Member, Section's Governing Council, Long Range Planning Committee, 2011 and 2013 Spring Conference Program Planning Committee Chair, 2011 Annual Meeting Program Planning Committee Chair, ADR Committee Past Chair, Business Litigation Committee Past Chair, Dispute Resolution Section, Past Liaison, Intellectual Property Law Committee, Vice Chair, Dispute Resolution Section, Past Member, Intellectual Property Law Section, Member, Business Law Section, Past Member; Boston Bar Association, Past Member, Litigation Section's ADR Committee, Past Co-Chair; Massachusetts Women's Bar Association, Past Member; Massachusetts Bar Association, Past Member, ADR Committee, Past Chair; Association of Corporate Counsel, Past Member. Past Member: The Boston Club; Past Member: Women Business Leaders in Health Care Foundation.

Recent Publications & Speaking Engagements

PUBLICATIONS: "Facilitating Rapid Cognition: How to Develop a Trial Theme that Sticks with a Jury," THE BRIEF, ABA Tort Trial and Insurance Practice Section, Spring 2010 vol. 39, No. 3 (article selected for The Best Articles Published by the ABA edition of GPSolo Magazine, Sept. 2010, Vol. 27, No. 6); "Out-of-State Arbitration: Are You Engaged in the Unauthorized Practice of Law?," TORTSOURCE, ABA Tort Trial and Insurance Practice Section, vol. 9, no. 2, Winter 2007; "Risk Analysis: A Useful Tool for Franchise Mediation," THE FRANCHISE LAWYER, ABA Forum on Franchising, vol. 9, no. 1, September 2005; "Out-of-State Web Site Operator May Be Sued in State Where Harm Is Alleged," 2001 INTERNET ALERTS, Hale and Dorr LLP, December 18, 2001; "U.S. Federal Court Lacks Jurisdiction over Spanish Company," 2001 INTERNET ALERTS, Hale and Dorr LLP, September 7, 2001.

SPEAKING ENGAGEMENTS: "How to Lasso Run-Away ADR: Best Practices for Controlling,

Discovery, Motion Practice, and Presentation of Evidence," ABA Tort Trial and Insurance Practice Section Spring 2013 National ADR CLE Program, April 24, 2013; "Prevention and Management of Litigation," NECCA, January 6, 2010; "Litigation Management in an Uncertain Economy," NECCA/New England In-House/Ruberto Israel & Weiner, P.C., October 29, 2008; "Mind Control: The Psychology of Settlement. How to Get What You Want," ABA Annual Meeting, August 2008; "Masters of the Courtroom: A Display of Innovative and Proven Trial Techniques," ABA Tort Trial and Insurance Practice Section, March 2008; "Keep it Secret, Keep it Safe: Protecting Intellectual Property and Trade Secrets," ABA Annual Meeting, August 2006; "Navigating Conflict Issues in Transactional and Litigation Matters," Boston Bar Association Continuing Legal Education, June 2006; "Representing Parties in Out-of-State Arbitration: Are You Engaged in the Unauthorized Practice of Law?," Massachusetts Bar Association Annual Conference, 2006; "Mediation Preparation, Techniques & Strategy," Boston Bar Association, Continuing Legal Education, May 2004.

Mediation Rate	\$425 Per Hour
Languages	English
Citizenship	United States of America
Locale	Sudbury, MA

The AAA's Rules provide the AAA with the authority to administer a mediation including, mediator appointment, general oversight and billing. Accordingly, mediations that proceed without AAA administration are not considered AAA mediations, even when the parties select an mediator who is on the AAA's Roster.

The information contained in this resume has been supplied solely by the individual mediator and may, or may not, be a complete recitation of their experience. The AAA assumes no responsibility for the content, completeness, accuracy, or reliability of the information contained in a mediator's resume. If you have any questions about a mediator's experience or background, you are encouraged to contact your case manager.

Mediators on the AAA Roster are not employees or agents of the AAA.