



AAA Mediation.org™

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Miami, Florida



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Current Employer-Title Arbitrator, Mediator, Attorney, Certified Public Accountant

Panelist Video <https://www.adr.org/videoresume?paramName=264673259>

Professional Summary Commercial Arbitrator, Commercial Mediator, Construction Arbitrator, Construction Mediator, Consumer Arbitration, Standard Arbitration, Standard Mediation

Active transactional practice focused on business and real estate transactions. Purchase and sale of commercial and residential real property, financing and leasing of residential and commercial real property. Business formation. Asset purchase agreements and purchases and sales of businesses.

Profession Attorney, Arbitrator, Mediator; Certified Public Accountant, Receiver, Consultant

Work History Attorney, Lawrence A. Saichek, Esq. 1991-Present and 1984-1985; Vice President/General Counsel, United Trust Fund, 1985-1991; Accountant, McKean, Paul, Chrycy, Fletcher & Co., 1982-1984; Accountant, Touche Ross & Co. (now Deloitte), 1980-1982.

Experience BUSINESS AND CORPORATE:

Extensive experience in formation and structuring of business entities (corporations, partnerships, limited partnerships and limited liability companies) and other complex commercial transactions. Preparation of Shareholder Agreements for corporations, Operating Agreements for limited liability companies and partnerships. Joint Ventures. Presented seminar on drafting LLC Operating Agreements for Lawline.com. Corporate financings and loans. Extensive experience in business purchases and business sales. Serves as counsel and consultant to many corporate clients offering financial analysis as well as legal counsel. Former in-house counsel to national investment firm in charge of financial function. Experienced in IRS and federal tax and state tax matters having prepared and negotiated Offers in Compromise. Has consulted with clients in intellectual property matters including patents, trademarks and copyrights. Has reviewed and prepared prospectuses for raising capital. Works closely with entrepreneurial business clients As Court Appointed Receiver and Private Receiver, has managed numerous businesses including restaurant, condominium

association and shopping center and has dealt with cumulative receivership claims in excess of \$35 million in a single matter.

REAL ESTATE:

Represents clients in the acquisition, disposition, financing, leasing of commercial real estate (including office, shopping center, retail and warehouse space) and residential real estate. Successfully negotiated and closed transactions with cumulative total over \$2 Billion. Expertise in negotiating leases including bond net leases and sale/leaseback transactions. Landlord/Tenant matters. Financing of real estate. Real estate related investments including the representation of purchaser of tax lien certificates. Receivership work includes working with national title insurers in winding down/marshaling assets of rogue title agencies.

LABOR/EMPLOYMENT:

Experienced in drafting employment contracts and other employment related matters. Represents both employers and employees. Non-compete and confidentiality agreements. Workplace and ADA disputes. Addressing Homeland Security and Federal compliance issues. Termination agreements.

ENTERTAINMENT:

Former stand-up comic and current member of Screen Actors Guild. Prepared and reviewed prospectuses for raising capital for theater and film. Has represented on air talent and production companies in contract negotiations.

RECEIVERSHIPS:

Served as Court Appointed and Private Receiver on numerous occasions. Served as Receiver in matter with over \$35 million in claims - included managing two fractured condominium projects, successfully selling 142 condo units and managing condominium association keeping it operating despite over 50% of total units going into foreclosure. Other representative receiverships include winding down title insurance agency where agent accused of diverting over \$9 Million in escrow funds, assessing status of ownership of restaurant in dispute between members, coordinating sale of condominium where owners in dispute and managing shopping center owned by two individuals in dispute.

FRANCHISE:

Has represented franchisees in food and service industries and has mediated and arbitrated disputes involving franchisees and franchisors.

INSURANCE:

Has dealt with property and disability insurance claims, title insurance matters and bad faith claims.

INTERNATIONAL:

Client list includes investors, entrepreneurs and businessmen/women from various countries including Sweden, Norway, Switzerland, Argentina, Mexico, France, Italy, Venezuela and Spain.

OTHER:

Wills, trusts and probate matters including acting as a Court Appointed Guardian Ad Litem. Health care issues and transactions. Has represented consumers and companies in consumer claims.

Mediator Experience

Conducted over 1,000 mediation conferences on wide variety of issues including but not limited to: business and contract disputes, real estate transactions, loan workouts, securities issues, health care issues, construction lien cases, ADA matters, employment and labor matters, landlord tenant disputes, insurance disputes (including property, health and disability), construction lien matters, condominium association disputes, sports and entertainment related issues, divorce, custody and other family issues, civil rights and domestic violence issues, personal injury, workman's compensation, legal and medical malpractice and other complex litigation. Mediator for United

**Representative Issues
Handled as a Mediator**

Extensive experience as a mediator since 1992, having conducted over 1,000 mediation conferences on a wide variety of issues. Background as a CPA, as well as an attorney and businessman, provides additional skill sets of knowledge. Some of the more memorable cases include working through business issues between family members with the hope of preserving the family relationship; finding an amicable allocation of the assets of a business in dissolution; working through complex title and real estate issues; settling a domestic violence dispute between a known celebrity and his girlfriend; and effectuating loan work outs. Having done so many diverse mediations, it is hard to itemize the many issues encountered.

**Mediator Style & Process
Preferences**

In my experience, consisting of over 18 years and over 1,000 mediations, I expect the unexpected and adjust my approach based on the individuals present and the relevant issues. Listening is the key to successful mediation. I try to ascertain whether there are truly differences between the parties or a lack of effective communication. When confronted with true differences, I am sometimes pro-active in my approach and sometimes less pro-active if the situation dictates. I am determined to find resolution, because I believe it is in the best interest of parties to find resolution - and have been in mediation until as late as 3:00 a.m. seeking that resolution.

Technology Proficiency

Experienced in using online platforms including Zoom. Willing to conduct arbitration and mediation via videoconference or teleconference.

Education

University of Miami (JD-1980); University of Wisconsin (BBA, Accounting-1977).

Professional Licenses

Admitted to the Bar: Florida (1980).
Certified Public Accountant, Florida.
Licensed Real Estate Salesperson;
Mortgage Broker (1992-2010);
Certified Circuit Court Mediator, Florida (1992); Certified Family Court Mediator, Florida (1993);
Certified Appellate Mediator, Florida (2012); Certified Mediator, United States District Court, Southern District of Florida; Certified Superior Court Mediator, North Carolina.

Professional Associations

Florida Bar Association Fee Arbitration Committee (1999-2002), Past Chairman; Florida Institute of Certified Public Accountants; Miami Design Preservation League (1997 - 2009); Screen Actors Guild; Certified Mediator, Appointed by Florida Supreme Court to Mediator Qualifications & Discipline Review Board (2000-2020) and Chaired its Qualifications Inquiry Committee from 2016 to 2017, Dade County Bar Association, Coral Gables Bar Association, Alternative Dispute Resolution Committee/Florida Bar (2011 - 2018).

**Recent Publications &
Speaking Engagements**

"Ethical Considerations in Mediation and Arbitration," Lorman Education Services Seminar, August 2001; "Ethics in Mediation," Tabas Mediation Seminar, March 2002, November 2002; "Arbitration and Mediation," Florida Institute of Certified Public Accountants Seminar, May 2002; "Winning at Arbitration," Florida Bar Seminar, November 2002; Assistant Trainer, Mediator Training, University of Miami, April 2003, March 2007, April 2009, July 2011; "Tips for Arbitrators," American Arbitration Association, February 2004; Member of ADR Panel at annual meeting of Entertainment, Arts and Sports Law Section of Florida Bar, May 2004; "Overcoming Delay Tactics," American Arbitration Association, April 2005 and February 2010; "Drafting Effective Arbitration Clauses," American Arbitration Association, June 2005 and June 2007; "Best Legal Practices Seminar," Panel Member discussing arbitration for conference sponsored by United States Olympic Committee, May 2007, Lawline.com presenter of webinars on Introduction to Mediation 2012 and Drafting LLC Operating Agreements 2013, National Bar Association presentation on Arbitrating Olympic Disputes, July 2013, National Bar Association - Presenter on Arbitrating Olympic Disputes for seminar on Sports Arbitration at annual convention, July 2013
FLN - Presentation for lawyers group on Mediation, January, 2016, Arbitration Roundtable - American Arbitration Association - May 2016, Arbitration from Soup to Nuts - Presentation on Arbitration for Young Lawyers Section of Florida Bar - February 2017, FLN - Presentation for lawyers group on drafting LLC Operating Agreements - June 2018; "So You Want to Buy a Franchise" Presentation during Great American Franchise Expo on entity structure and Shareholder/Operating Agreements - November 2019. Presentation for lawyers group on legal ethics - March 2021; Presentation for lawyers group on Due Diligence in buying a business - August 2021.

AAA Faculty: ACE004 - Practical Tips for Dealing with Delay Tactics of Parties and Advocates, 2005; ACE005 - Chairing an Arbitration Panel: Managing Procedures, Process & Dynamics, 2005. Assistant Trainer - University of Miami Mediation Training, 2003, 2007, 2009, 2010, 2011. Webinar on Introduction to Mediation available at Lawline.com.

Locations Where Parties Will Not be Charged for Travel Expenses Miami-Dade, Broward, Palm Beach, Duval and St. Johns Counties, Florida.

Mediation Rate \$380 Per Hour

Languages English

Citizenship United States of America

Locale Miami, FL

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.