



AAA Mediation.org™

FN-390888 MN-390888 LN-390888, Esq.

Valley Forge, Pennsylvania

[View Video](#)

Current Employer-Title Accord LLC – Owner
Weintraub Legal Services – Attorney
SkillBites LLC – CEO

Panelist Video <https://www.adr.org/videoresume?paramName=279571851>

Professional Summary Extensive experience serving as an arbitrator and mediator in over 80 cases, including several 3-panel arbitrations and large complex cases. Over 40 years' experience as a business transaction attorney. Primary areas of expertise include commercial contract matters, family business and partnership matters, franchise disputes, healthcare, publishing, and railroad and airline industries.

Profession Attorney, Mediator, Arbitrator, Trainer, Entrepreneur

Work History Accord LLC and Weintraub Legal Services, 1998 – Present; Attorney, Advanced Business Law Resources, 2009 – 2020; Founder, SkillBites LLC, 2012 – Present; General Manager (Equipment Design and Acquisition) 1994 - 1998; In House Counsel, Amtrak, 1988 – 1994; Associate, Shaw Pittman Potts Trowbridge, 1984 – 1987; Judicial Clerk to The Hon. W. Arthur Garrity Jr., U.S. District Court for the District of Massachusetts, 1983 – 1984.

Experience A lawyer, ADR neutral, business executive and entrepreneur with 25+ years experience serving as a mediator and arbitrator. Legal practice includes over 40 years' experience negotiating complex commercial transactions, including several \$100+ million acquisitions of equipment with international manufacturers, leveraged lease financings for such equipment, and multi-million dollar long term outsourcing contracts.

As in house counsel for Amtrak, handled all legal matters for the Finance, IT and Purchasing Departments, as well as FRA and FHWA regulatory matters for the railroad. After serving as in house counsel at Amtrak for 6 years, was promoted to General Manager, Equipment Design and Acquisition at Amtrak, heading a department of 40 people, responsible for engineering design, quality assurance, project management, testing and acceptance of over \$1 Billion in rail equipment, as well as warranty management and maintenance management systems.

For Weintraub Legal Services, have represented high technology companies, engineering firms, telecom consultants, healthcare firms, financial advisors, food chemistry consultant, business coaches, insurance brokers, IT consultants, training providers, educational consultants, business coaches, retail stores, medical billing firm, radio and TV show producer, software developers, construction contractors, consulting companies, app developer, service providers, marketing firms, manufacturers, accountants and others.

In private practice with Shaw, Pittman, Potts & Trowbridge, primarily represented airlines in contract matters and regulatory matters with FAA. Majority of legal practice devoted to drafting,

interpreting and negotiating contracts, as well as partnership formation and dispute matters.

Founder and CEO of SkillBites LLC, a book writing and publishing company.

Mediator Experience

Mediated many commercial disputes including disputes in the areas of the professional relationship between lawyers and clients, franchisors and franchisees, accountants and clients, healthcare, gas pipeline, retail and disputes among multiple business partners. Has also mediated several cases for courts, agencies and individuals, including neighborhood disputes, marital, landlord/tenant, employment (age discrimination; ADA; wrongful termination), and personal injury claims. Issues in commercial disputes involved contract interpretation, compliance with specifications, franchise duties, payment, warranty, license and consent issues and remedies for non-compliance. Issues with business partners included decision-making authority, financial matters, company strategy and buy/sell matters. Employment disputes involved age discrimination and disability discrimination claims, as well as wrongful termination. Marital dispute involved division of property and assets.

Representative Issues Handled as a Mediator

Issues in commercial disputes involved contract interpretation, compliance with specifications, franchise duties, payment, warranty, license and consent issues and remedies for non-compliance. Issues with business partners included decision-making authority, financial matters, company strategy and buy/sell matters. Employment disputes involved age discrimination and disability discrimination claims, as well as wrongful termination. Marital dispute involved division of property and assets. Issues in commercial disputes involved contract interpretation, compliance with specifications, payment, warranty, license and consent issues and remedies for non-compliance. Issues with business partners included decision-making authority, financial matters, company strategy and buy/sell matters. Employment disputes involved age discrimination and disability discrimination claims, as well as wrongful termination. Marital dispute involved division of property and assets.

Mediator Style & Process Preferences

Mediation is a highly effective process for resolving disputes amicably and efficiently. The mediator serves a critical role in the process, performing the following functions: (1) ensuring that each party has the opportunity to present its case and that each party understands the position and needs of the other party(ies), (2) facilitating the discussion, (3) skillfully probing the parties' positions, (4) helping the parties develop alternative resolutions to meet the needs of the parties, (5) managing the different personalities and emotions in the meetings, and (6) assisting the parties to overcome impasse. I mainly use a facilitative approach in the mediation, encouraging the party representatives to ask questions and provide input.

I find that disputes often can be approached as problems to be solved, which transforms the parties into problem-solvers aiming to develop creative solutions that will meet the needs of each party. I look for each party to come to the table in good faith, well prepared, with a desire to resolve the dispute amicably, and with an open mind, ready to listen to the needs and interests of the others.

Technology Proficiency

Adept at holding virtual hearings via Zoom and other video conference platforms as well as mixed in person and virtual hearings (some witnesses appearing virtually), including features such as screen sharing, whiteboard and breakout rooms.

Proficiency in Word, Excel, CRMs, contract management, QuickBooks, time and billing programs, and other software programs.

Education

University of Michigan (JD, cum laude-1983); Mt. Holyoke College (BA, Philosophy and Mathematics, summa cum laude-1980); New Hall College, Cambridge University, England (Junior year).

Professional Licenses

Admitted to the Bar: District of Columbia (1984-inactive), Pennsylvania (2001), Maryland (1998-inactive).

Professional Associations

International Mediation Institute (IMI) Certified Mediator; Distinguished neutral for the International Institute for Conflict Prevention and Resolution (CPR); FINRA Arbitration Panel; Pennsylvania Bar Association (ADR Section, formerly Chair of ADR CLE Committee; Business Law Section; Women in the Profession Section); Chester County Bar Association (ADR Committee; Business Law Committee; Small firm/Solo Practitioner Committee); District of Columbia Bar Association (inactive); Maryland Bar Association (inactive); National Association of Women Business Owners (Past Board Member, Past Vice President and Past Education Chair); Delaware Valley ATHENA PowerLink Program (former board member, past Chair of Governing Body;

advisory panel member 2006 - 2019); The Advisory Network for Small Businesses (former Board member; advisory panel member, 2019 - 2020).

Recent Publications & Speaking Engagements

Recent Speaking Engagements:

Using ADR for your Practice (PA Bar, December, 2022)

Promoting Civility and Professionalism Under Fire in Contentious ADR Proceedings (PA Bar, March 2022)

Effective Mediation Advocacy: Top Ten Mistakes to Avoid (PA Bar June, 2020)

Preparing for the Green Light: Navigating the New Normal Through ADR (PA Bar, June, 2020)

Effective Arbitration Advocacy: Important Considerations (Chester County Bar, May, 2020)

Cybersecurity and Data Privacy – the importance of protecting confidential information to meet ethical obligations and avoid liability and hefty fines (Chester County Bar, October, 2019)

Hot Topics in Arbitration (Chester County Bar, May, 2019)

[And many others prior to 2019]

Publications:

Co-author of article series on ADR for The Legal Intelligencer (series appearing every other month in 2013 and 2014);

Co-author of a 12-part series on Mediation Advocacy for The Legal Intelligencer (series appeared monthly, starting in January 2012);

Co-Author of "Know All Your Options for Resolving Workplace Disputes" (Philadelphia Business Journal, January 2012) and "Is Workplace Conflict Eating Up Productivity: Count to 10" (Philadelphia Business Journal, November 2011);

Author, The Essentials of Negotiating Effectively (published 2012);

Author, Building Successful Partnerships (Published 2012).

Locations Where Parties Will Not be Charged for Travel Expenses

Travel within 10 miles of arbitrator's location.

Mediation Rate

\$525 Per Hour

Languages

English

Citizenship

United States of America

Locale

Valley Forge, PA

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.