



AAA Mediation.org™

**FN-4586912 MN-4586912 LN-4586912,
Esq.**

Torrance, California



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Current Employer-Title South Bay ADR – Arbitrator and Mediator
Gore & Associates – Of Counsel

Panelist Video <https://www.adr.org/videoresume?paramName=860130365>

Profession Attorney, Arbitrator and Mediator

Work History Attorney/ADR Neutral, South Bay ADR, 2013-Present; Of Counsel, Gore & Associates APLC, 2013-Present; Of Counsel/Senior Counsel, RCO Legal P.S., 2009-2011 & 2013-2017; Senior Litigation Counsel, Smith Campbell Clifford Kearney & Gore APLC, 2011-2013; Principal, Law Office of Mark J. Sarni, 2005-2009; Associate General Counsel, Marcus & Millichap Real Estate Investment Brokerage Company, 2003-2005; Vice President (Litigation Department), Fidelity National Title Insurance Company; 2000-2003; Law Office of Joseph L. Poliner; 1996-2000; Self-Employed Contract Litigation Attorney, 1993-1996.

Experience Represented clients in civil litigation matters for over 29 years. These matters were in the areas of real estate, business, consumer and insurance litigation (including personal injury). Represented both plaintiffs and defendants. Clients ranged from major financial institutions to persons of modest means which included "pro bono" representation. Also appeared and litigated for clients in bankruptcy, probate and family court as necessary.

More specifically, with regard to real estate, handled cases involving real estate transaction disputes (commercial and residential), brokerage disputes, title and title insurance claims, escrow disputes, lot line and easement disputes, contractor lien claims among others. With regard to business, handled cases involving breach of contract/performance disputes for small businesses and individual consumers, reviewed business contracts, Uniform Commercial Code ("UCC") claims and disputes and labor disputes including wrongful termination and unpaid wage and benefits claims. Consumer disputes negotiated and litigated involved goods and services ranging, by way of example, from defective home products to car repairs to credit card disputes. (Also, trained by the Los Angeles

Superior Court to serve as a temporary judge in substantive and procedural law related to business and consumer disputes and other routine matters and have served in that capacity). With regard to insurance matters, handled cases involving personal injury, property damage and subrogation matters for both plaintiffs and defendants.

Formal, graduate level, university coursework completed in Negotiation Theory and Practice; Mediation Theory and Practice; Mediation Clinical Training; Arbitration Law, Arbitration Advocacy and Practice; Communication and Conflict; Psychology of Conflict; Cross-Cultural Conflict and Dispute Resolution; Environmental and Public Policy Dispute Resolution; Labor Disputes; Apology, Forgiveness and Reconciliation; and, Ombudsmanship. Thesis – “The Abortion Dispute – A Mediation Approach to Public Policy Consensus.”

Mediator Experience

Mediated matters included real estate and business contract disputes, landlord tenant disputes, wage claims, personal injury matters, including car accidents, involving individuals and small businesses. Amounts in dispute ranged from the low end of \$5,000 to a high of \$500,000. In the pre-litigation, non-litigation setting, have handled multiple special education disputes between parents with special education needs children and school districts as well as family disputes involving divorce and child custody matters. As an advocate, have handled scores of mediations and arbitrations involving real estate, business, insurance and injury related disputes ranging in value from \$100,000 to 1,500,000.

Representative Issues Handled as a Mediator

Mediated cases involving business partnership disputes, brokerage misrepresentation and landlord-tenant dispute matters, issues related to real estate title and valuation, personal injury claims arising from car accidents and slip and fall matters, debtor/creditor disputes including credit card matters, student loans and business-to-business claims, special education needs disputes between parents and school districts, and attorney fee disputes between attorneys and their former clients.

Mediator Style & Process Preferences

The mediator subscribes to a blended mediation approach that utilizes both facilitative and evaluative methods as necessary and appropriate. On occasion, principles identified in the transformative mediation approach are also used when there is, or must be, an ongoing relationship between the parties. At mediation, it is required that the parties, at least for the timeframe of the mediation, conduct themselves professionally and civilly. In this regard, a joint session is conducted at the outset of the mediation to set certain ground rules and expectations. At all times, a relaxing and friendly atmosphere is encouraged and the use of first names is also promoted.

In addition, it is also encouraged that the parties work collaboratively, to the extent possible, to try and reach a resolution that is at least mutually acceptable and, ideally, mutually rewarding. The goal is to bring the parties closer together in terms of understanding the issues and where the differences exist so, even if the matter does not resolve at the mediation, the matter becomes more likely to resolve in the days or weeks following the mediation.

Education

Pepperdine University School of Law - Straus Institute of Dispute Resolution, (Master of Laws in Dispute Resolution – 2013); Whittier College School of Law, (JD – 1992); University of Southern California, (BS Business Administration – 1987); Certified Commercial Investment Member (“CCIM”) Institute “100” and “101” Coursework.

Professional Licenses

Admitted to the Bar: California (1993); US Court of Appeals: Ninth Circuit.

Real Estate Broker, California Department of Real Estate (1989).

Professional Associations

Member, Southern California Mediator Association (“SCMA”) and Group Leader of the South Bay Professional Development Group for the SCMA (2017-Present); Member, Honorable Benjamin Aranda III, Inn of Court (2015-Present); Member, South Bay Bar Association. Volunteer Mediator and Temporary Judge for the Los Angeles County Superior Court. Mediator Panelist with the California Association of Realtors (“C.A.R.”).

Recent Publications & Speaking Engagements

Guest lecturer at Pacific University of Law on “The Law Regarding Mediation” which provides an overview of statutory and case law affecting mediations and mediation participants.

Presenter for Southwest Special Education Local Plan Area (“SELPA”) (organization of school districts) to teachers and administrators on “Dealing with Conflict and High Conflict Personalities,” “Making Meetings Work” (referring to Individual Education Plan meetings for special needs

students) and “Apology and Forgiveness in the Workplace.”

For further information, including a full list of all completed coursework in alternative dispute resolution subjects, visit southbayadr.com

Mediation Rate	\$400 Per Hour
Languages	English
Citizenship	United States of America
Locale	Torrance, CA

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.