



AAA Mediation.org™

FN-5973635 MN-5973635 LN-5973635

Los Angeles, California



Professional Summary

An experienced mediator with extensive experience across industries and various types of disputes. ADR history has been marked by a consistent history of accomplishment, particularly in challenging and difficult circumstances, encouraging compromise, conceiving middle ground solutions, and successfully resolving conflicts. Former Senior Executive with 30+ years of experience in the motion picture, television and home entertainment industries.

Profession

Mediator

Work History

Mediator/Arbitrator, Self-Employed, 2017-Present; Owner/Partner, Inception Media Group, 2010-2016; Senior Vice President, HBO, 2007-2009; President, DEJ Productions (a subsidiary of Blockbuster, Inc.), 2001-2006; Senior Vice President, Lionsgate Entertainment, 1997-2001; Vice President, Trimark Pictures, 1995-1997; Vice President, Black Entertainment Television/Action Pay Per View, 1990-1995; Manager, Warner Bros., Inc. 1984-1990.

Experience

ENTERTAINMENT/MEDIA

Over 30 years of experience as a production, acquisition and distribution executive in the motion picture and television industries, including work for some of the most prominent entertainment companies in the field. Successfully led negotiations and structured agreements for thousands of movies, television programs and other entertainment properties, including Academy Award® winning films. Experienced and familiar with intellectual property matters. Co-Founder of a full service, worldwide film distribution company. Responsible for the creation of a business, including the acquisition of two subsidiary companies. Possess a unique ability to understand and appreciate entertainment industry disputes with a familiarity uncommon amongst many mediators.

GENERAL CORPORATE EXPERIENCE

Broad experience in deal structuring and the achievement of economic objectives and profit targets. Experienced with large multi-national companies (HBO, Viacom, Warner Bros.), as well as with mid-sized companies and start-ups. Involved in both business creation as well as successful corporate acquisitions and the sales of subsidiaries. Oversaw sales, marketing, operational, finance and creative teams within organizations. Former Corporate Officer and served for many years as a non-profit Board member.

Mediator Experience

Extensive mediation experience extends across diverse industries and a wide range of disputes. Disputes have ranged from under \$50,000 to >\$1,000,000. Navigated intricate business disputes and

contractual matters including numerous business-to-business conflicts, and a variety of nuanced disputes within the entertainment industry. Additional experience with personal injury cases, complex real estate issues, sensitive family matters and other disputes. Successfully conducted over 350 mediations.

**Representative Issues
Handled as a Mediator**

Complex matters within the entertainment industry including profit participation disputes and matters pertaining to the rights, obligations, and responsibilities of production/distribution entities. Contractual disputes involving partnership-related issues and vendor-client conflicts, helping stakeholders align on financial terms and decision making. Landlord-Tenant disagreements regarding property improvements and financial responsibility. Numerous fee disputes between service providers and clients over appropriate compensation for services provided.

**Mediator Style & Process
Preferences**

My mediations are characterized by thorough preparation, including, in almost every case, pre-mediation calls with both parties. I give diligent attention to the arguments, position statements/briefs and other evidence provided by disputants, both prior to and throughout the mediation. More than anything, I listen closely. Disputing parties always feel a need to be heard and, just as frequently, feel that their perspective and their arguments are not fully understood or appreciated by the other side. I work diligently to understand the often-complex perspectives of all disputants and to, thoroughly and patiently, communicate these arguments to all parties which is, in most cases, an essential step towards effecting compromise and, hopefully, a willingness to consider settlement.

I would characterize my style as being both evaluative and facilitative. I strive to stay attuned to the needs and outcomes as expressed by the disputants, but, when appropriate, I also strategically work to inform the process with suggestions, options and potential alternatives that are, in many cases, not yet realized by the parties. I emphasize methodical analysis and clear explanation such that the strengths and weaknesses of all arguments are given full consideration, and that potential solutions are well understood by all parties. I also give significant attention to the, often unrecognized, costs associated with an ongoing dispute.

The ability to reach agreements in complex cases is a result of fostering understanding, trust, and collaboration by and among the disputants. Although the ultimate settlement of disputes always remains in the hands of the parties, I approach my work dedicated to mediating with an unwavering focus on resolution.

Technology Proficiency

Have mediated dozens of cases on Zoom and familiar with GoToMeeting and Microsoft Teams and very willing to conduct mediations virtually.

Education

UCLA Anderson School of Management (MBA – 1983); State University of New York at Binghamton (BA, Music; Certificate, Management - 1980).

Harvard Law School – Program on Negotiation (Certificate – 2019); California Lawyers for the Arts (Certificate – 2018); Pepperdine University/Straus Institute For Dispute Resolution (Certificate – 2009).

Professional Associations

Los Angeles County Bar Association; Beverly Hills Bar Association; Board Member, MC3 Mediator Certification, Inc.

Mediation Rate

\$400 Per Hour

Languages

English

Citizenship

United States of America

Locale

Los Angeles, 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.