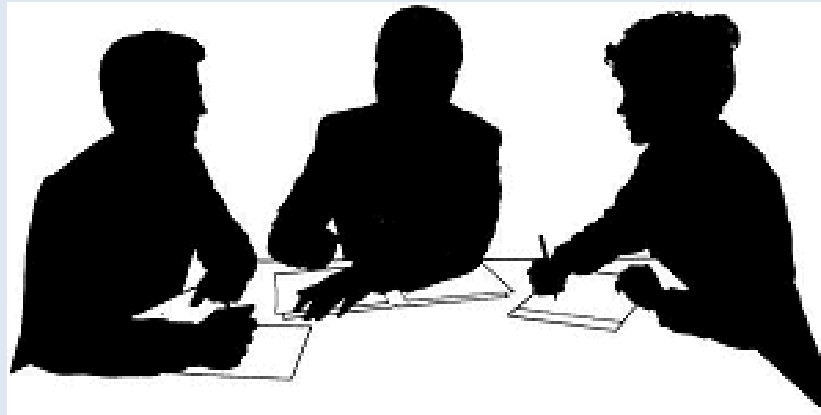


Euturnaround.com

Offering

Mediation & Arbitration Services



Eturnaround.com – Mediation & Arbitration Services

- Mediation is a process not a “meeting”
- Mediation v Arbitration
 - Mediation (Med) – strives to reach an effective compromise that permits a deal to be done
 - Arbitration (Arb) – is a binding or non-binding decision handed down following a hearing of both sides
- Med/Arb is where no agreement with Med then move to Arb
- Arb/Med is where dispute is Arbitrated upon. Decision is not disclosed and Med is then attempted. If Med unsuccessful Arb is default.



Advantages of Mediation

- Faster than litigation
- Less expensive than litigation
- Informal compared to litigation
- Parties select the Mediator
- Parties decide who participates
- Parties determine the outcome
- Non-binding until agreement is reached
- Opportunity to vent emotions
- Creative solutions are possible
- Private
- Confidential



Disadvantages of Mediation

- One party can refuse to mediate
- Can't make legal precedent
- Discovery is non-existent or limited
- May still need adjudication
- Difficult if there is a power imbalance



Eturnaround.com – Mediation & Arbitration Services

- Eturnaround provides Mediation or Arbitration Services or combination of Med/Arb or Arb/Med
- Our Experience is that well-handled mediation is the most effective way to handle difficult business disputes
- Eturnaround operates in full alignment with
 - EU Code of Conduct for Mediators and the Model Standards for the Conduct of Mediators 2005 as approved by the American Bar Association
 - Mediation Bill 2012
 - Arbitration Act 2010



Eturnaround.com Mediation Style



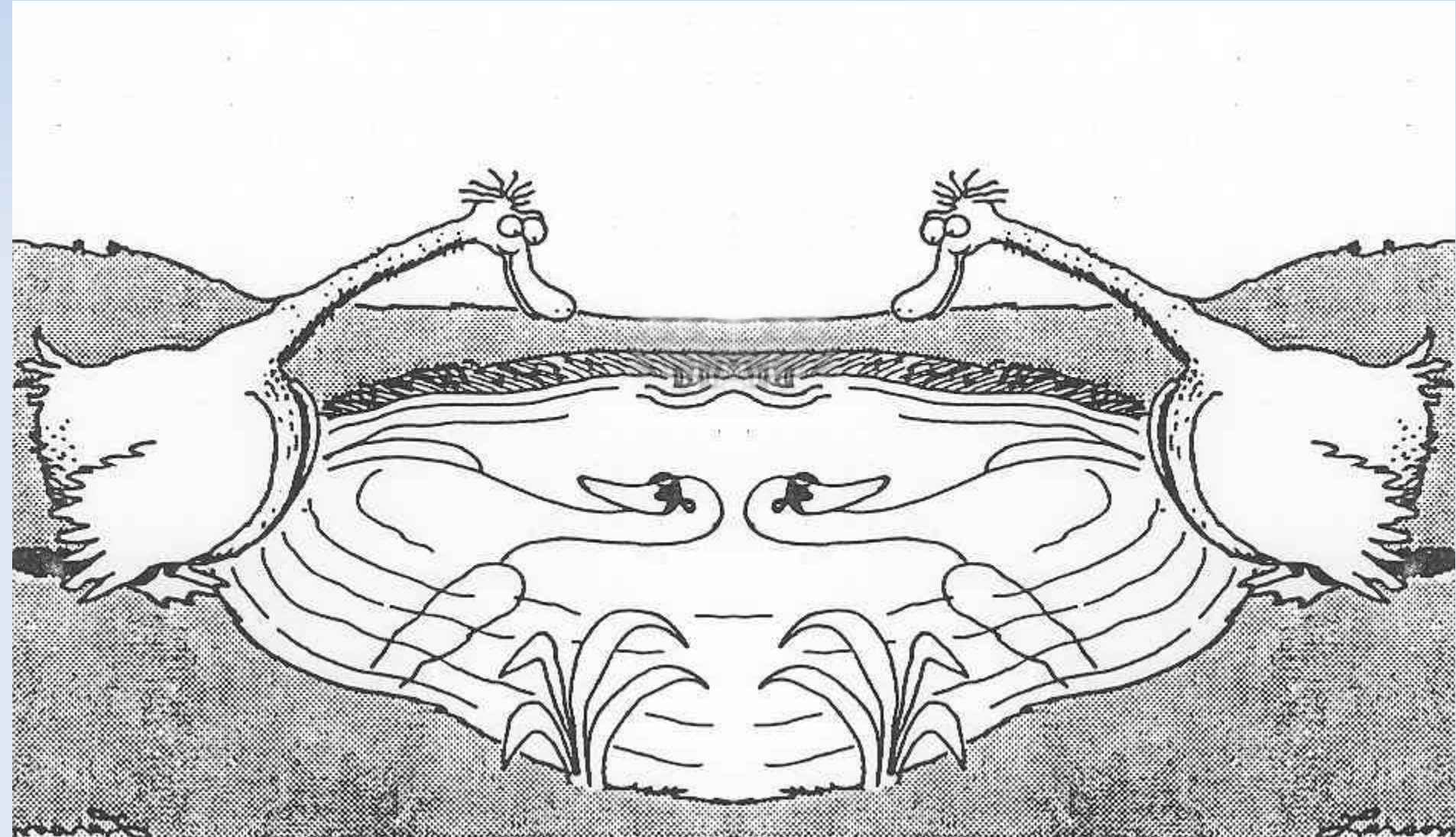
Three Main Styles of Mediation

- **FACILITATIVE** mediators do NOT suggest solutions
- **EVALUATIVE** mediators evaluate & suggest solutions
- **TRANSFORMATIVE** mediators are not concerned about solutions. They want to “empower” and “transform” the parties

Eturnaround uses an **EVALUATIVE** Style

Plaintiff's View of the Case

Defendant's View of the Case



Mediator's View of the Process

1. Getting the parties unstuck
 - Get the first new offer
 - A change in position or a shift of interests
2. Moving the bargaining along
 - Generate significant movements in the positions
 - Multiple concessions or the reformulating of Positions
3. Closing the gap
 - Moving beyond original bottom lines



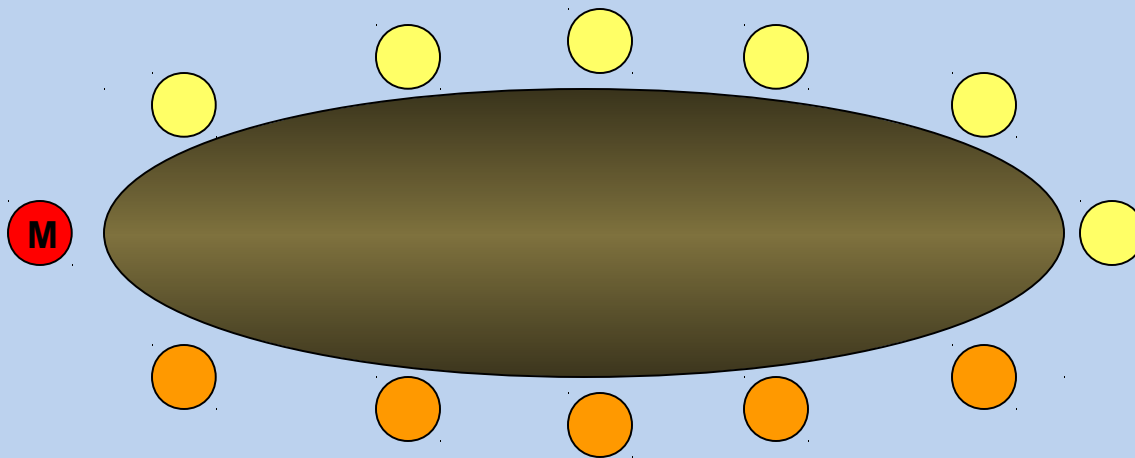
What Mediation Looks Like



Room A

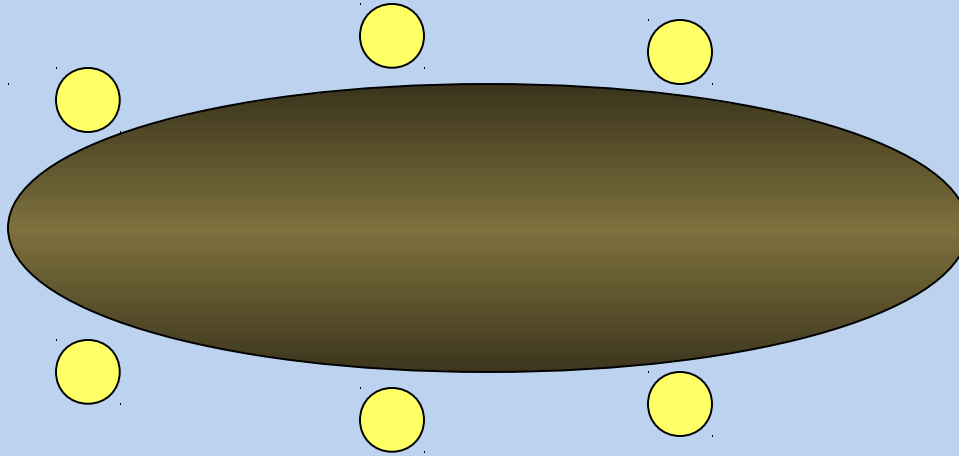


9:00 a.m.



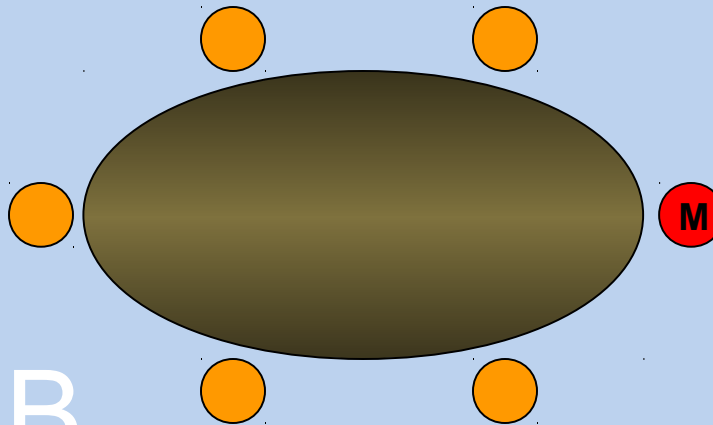
 = Mediator

Room A



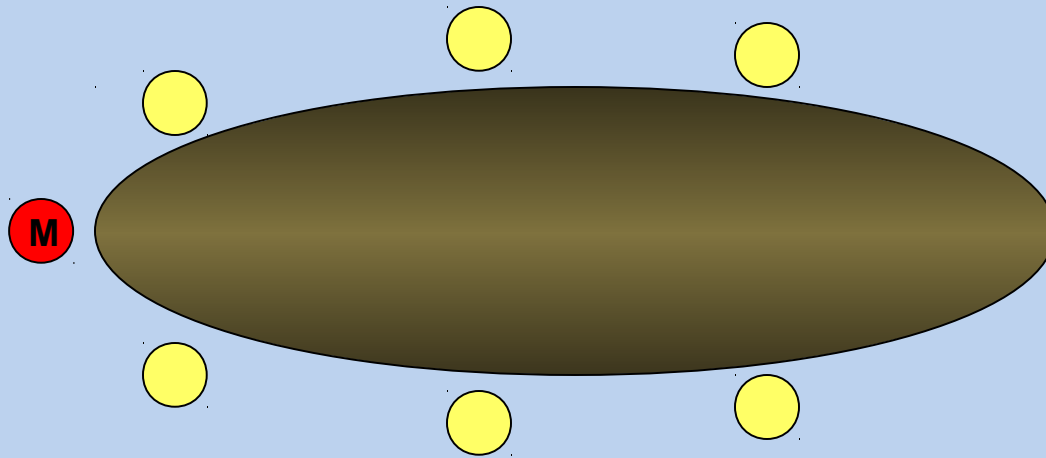
11:00 a.m.

Room B



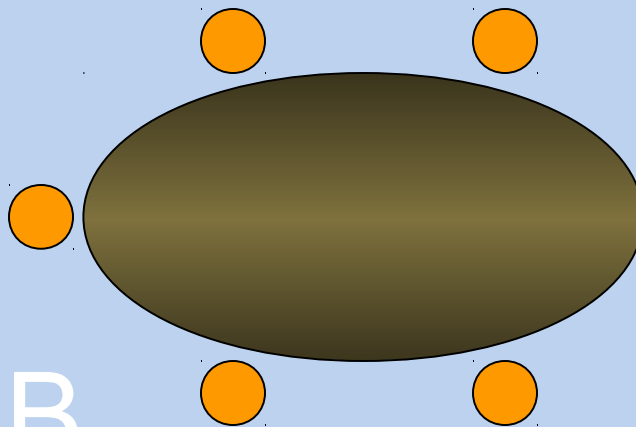
M = Mediator

Room A



1:00 p.m.

Room B

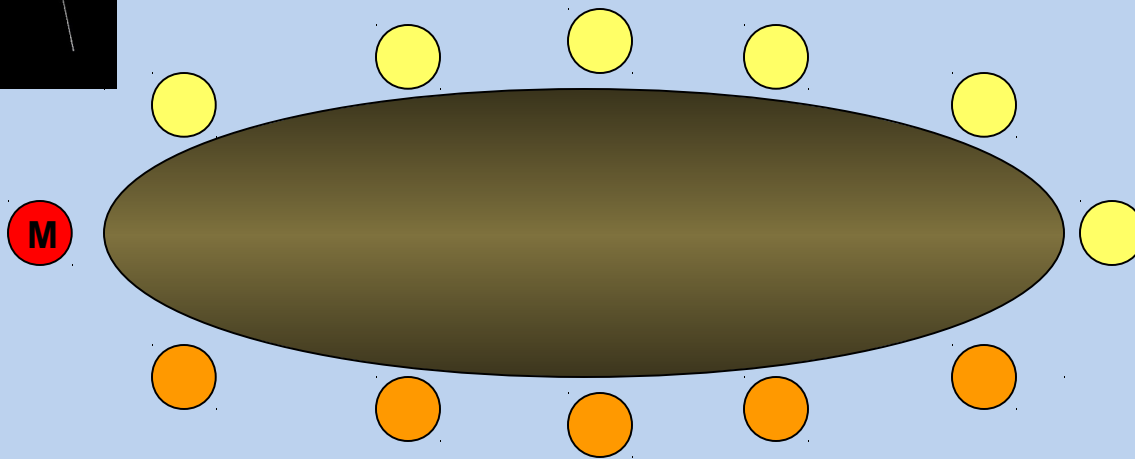


 = Mediator

Room A

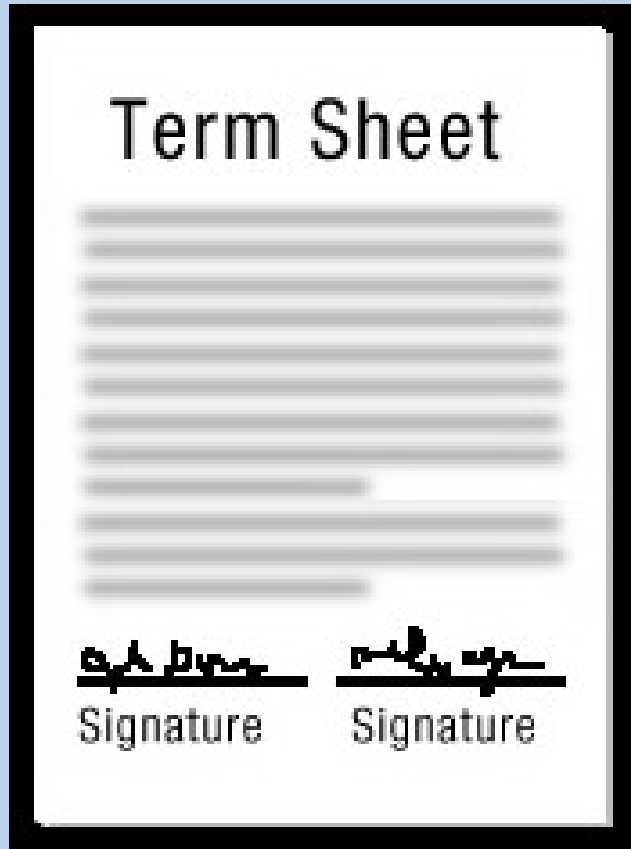


4:00 p.m.



M = Mediator

Finished Document



6:00 p.m.

Euturnaround.com – Mediation & Arbitration Services



- Euturnaround provides full turnkey Mediation or Arbitration Services or Med/Arb or Arb/Med, both Nationally and Internationally
- In our experience Mediation is the best solution
- We provide term sheets/heads of agreement
- We can provide non-binding Written Mediators Recommendation with rationale
- Questions ?
- Brian@Euturnaround.com +353-83-4263078