

Lorain County Court of Common Pleas

Client Mediation Preparation Guide

INSTRUCTIONS TO CLIENT: Read and complete the following worksheet and discuss the issues with your attorney. *NOTE: THIS WORKSHEET IS INTENDED ONLY TO HELP YOU PREPARE FOR MEDIATION. YOU WILL NOT BE ASKED TO PROVIDE THIS FORM TO ANYONE OTHER THAN YOUR ATTORNEY.*

- What specific needs do I need to achieve by a negotiated agreement?**

- What specific needs does the other person have to achieve before that person is likely to agree to a negotiated agreement?**

- What standard will I use to decide whether a possible solution is fair to me?**

- What standard do I think that the other side will use to judge my suggested solutions?**

- What are the strengths of the case?**

- What are the weaknesses of the case?**

- How much will it cost me to go to trial?**
 - ✓ **Expert/Evidence Costs?**
 - ✓ **Lost Time/Wages?**
 - ✓ **Lost Business Opportunities?**
 - ✓ **Effects on reputation?**
 - ✓ **Effects on relationships?**
 - ✓ **Stress?**
 - ✓ **Effects on third parties (e.g. family, business associates, etc.)?**