



**Oklahoma Academy of
Mediators and Arbitrators, Inc.**
www.oama.org

Meeting News — FREE LUNCH

Friday, April 9th, 2004, 11:45 am
at the

**M&M Meeting Center—Located S of I-40, E of Meridian
4415 Highline Blvd. (605-6415) (by Sheplers & Holiday Inn Exp)**

Topic: Mediation Marketing Facilitated by Jim Stovall

Interest Survey

Please email your response today to Cathy@EffectServices.com

What topics would you like to see at a monthly meeting?

What topics would you like to see presented at a conference?

Membership News

It is time to renew your membership!

General Members—\$45

Receive a discount on the conference

Receive email newsletters

Member voting privileges at meetings

Practitioner Members—\$75

All of the above plus inclusion of name, contact info, and a thirty-word description of your practice in the published list mailed to Oklahoma judges.

For a membership form, contact our new Executive Director, Cathy Liska, at cathy@effectservices.com or 405-818-9906

Usable News...

Excerpted from "*Slice And Dice—A Real Estate Broker Shares His Technique*"
by **Dr. Joseph Dean Klatt**

Viewing mediation as an assisted negotiation, the slice and dice technique becomes a powerful tool for the Mediator. Identify areas of Agreement, Non-Disagreement, Non-Agreement and Disagreement between the parties. I call this technique, "Slice and Dice."

- Agreement: the conscious acceptance of a specific provision contained in an offer.
- Non-Disagreement: the conscious withholding of disapproval of a specific provision contained in an offer.
- Non-agreement: the conscious withholding of approval of a specific provision contained in an offer.
- Disagreement: the conscious rejection of a specific provision contained in an offer.