

CASE PRESENTATION 101

THE WEEKLY BLOG FOR THE ARBITRATION ADVOCATE

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NEXT WEEK:
IF CIRCUMSTANCES
DICTATE



This blog is dedicated in the belief that those participating in arbitration empower themselves for success through education. As a 30-year trainer in the arbitration field; the information presented is designed to expand knowledge and skills.

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CELEBRATING FIVE YEARS OF THE ARBITRATION BLOG

Five years of writing on intercompany arbitration five things we've learned:

1.) Evidence matters ! Pretty obvious ? But the more you research; the more you look at actual cases and the more you consider Arbitrator decision-making rationale; the more you fully appreciate the depth to which advocates must commit themselves to a thorough review of their proofs in conjunction with the narrative they paint. What is the strength and potential weakness in every piece of Evidence you submit !
2.) You have to view Arbitration strategically and make use of intuitive skill

sets that become innate as you write and file cases. Advocates have tremendous insight due to the volume of dockets in subrogation arbitration. Nurture that knowledge and gain from it. What works in presenting a case; what doesn't work and what can be tried differently.
3.) Win some / Lose some is not a proposition to embrace. Every case matters and whether you secure a favorable Award or a less than satisfactory outcome; it does not mean you have to deliberate and over-analyze; what it does mean is appreciating WHY you Won and conversely the core reason you did not prevail.

4.) Demonstrative Evidence is underappreciated. The nuances for intercompany arbitration with lack of oral argument places a premium on leveraging your ability to paint that visual in the arbitrators mind. Everything matters from the scene diagram created; to the angle of the photos to even labeling the roads and direction of travel. Influence that Arbitrator to your view through cogent Demonstrative exhibits.
5.) Don't tell me; show me ! Parties need to **always** keep in their minds-eye; the statements made; are they supported ? If you tell me the adverse ran the red-light ... **show me** in the Evidence !!

Case Presentation 101 is produced by Claims Resource Services; one of the nations top arbitration and subrogation services firms. The writer Kevin Pike can be reached at kpike@claimsresource.com and has daily tips on arbitration via Twitter: [@Arb2Win](https://twitter.com/Arb2Win)

