



Advanced Mediation Services

"Finding better ways to settle disputes."

MYER J. SANKARY, ESQ. **Mediator/Arbitrator**

For over twenty years, Myer Sankary has enjoyed an outstanding reputation as an effective mediator, both for his ability to mediate difficult matters and in bringing over most of the cases he mediates to settlement. Mr. Sankary has mediated over 1,000 cases since 1996 involving a variety of areas of law and business. He is a specialist in probate mediation, because of his 50 years of practice in the field of probate and estate planning. He has handled both highly contentious probate matters as well as matters with high settlement amounts; he served on the ADR Committee for the LA Superior Court which administered the court facilitated mediation program. In addition to probate disputes, Mr. Sankary handles general business/commercial contract disputes, real estate, employment and personal injury matters. He currently is mediating community disputes involving charter schools, sports organizations, and teachers associations.

As an author and lecturer on negotiating strategies as well as the new social science of persuasion and influence, Mr. Sankary is knowledgeable in a variety of settlement strategies and tactics. He is the only attorney and mediator trained in the science of influence and certified by one of the leading social scientists in the world, Dr. Robert Cialdini, author of the bestselling book, "Influence: Science and Practice." Mr. Sankary presents the Cialdini Principles of Persuasion workshop to lawyers, mediators, business executives, sales and human resource managers, forensic experts and business consultants.

After graduating Harvard Law School in 1965, Mr. Sankary began practicing law in Beverly Hills with the firm of Wyman, Bautzer, Rothman & Kuchel. Since then, he has become known for his extensive knowledge, experience and reputation for honesty and integrity, both as a litigator and as a transactional attorney which has earned him the highest AV rating by his peers by Martindale & Hubbell. He has also been ranked as a Super Lawyer in the field of mediation for the past 6 years. Mr. Sankary has received a Lifetime Achievement Award from the ABA Solo and General Practice Committee, as well as the Outstanding Achievement Award from the State Bar Solo and Small Firm Committee.

AREAS OF EXPERTISE

- General Business/Commercial Contract Disputes; Unfair Business Practices
- Probate/Trusts & Estates – he has served as court appointed conservator, executor and trustee.
- Real Estate
- Employment
- Personal Injury
- Community disputes involving schools, sports organizations, and teacher associations

ADR EXPERIENCE

Mr. Sankary's career in ADR is extensive, starting with family law mediation as early as 1985. Based upon his research, training, and experience, Mr. Sankary is particularly astute in assisting attorneys and their clients in the negotiating process during mediation and is sensitive to cross-cultural, psychological and personality issues which may affect the attitudes of parties in the dispute. He has served in the following capacities:

- Mediator, Los Angeles Superior Court Panel of Mediators
- Arbitrator, Los Angeles Superior Court Panel of Arbitrators
- Mediator, Los Angeles Probate Court Panel of Mediators
- Mediator, San Fernando Valley Bar Association Court Preferred Panel of Mediators & Mentors
- Arbitrator, Kaiser Permanente Arbitration Panel

BACKGROUND AND EXPERIENCE

Mr. Sankary has practiced as a litigator and transactional attorney for over 50 years in areas of law which include the following: corporate and business transactions, both drafting contracts and negotiating disputes in areas including U.C.C., probate, wills, trusts, conservatorships, family law, real estate, construction disputes, employment law, including discrimination, intellectual property matters, trade secrets, and a variety of tort actions including personal injury, premise liability, and product liability. He has served as court appointed conservator and trustee in numerous conflicted cases and has been successful in resolving many estate disputes.

PROFESSIONAL ASSOCIATIONS

Mr. Sankary is active in numerous civic organizations, including currently serving as President of the Valley Bar Mediation Association; Chairman of the Mandatory Fee Arbitration Program of the San Fernando Valley Bar Association, Past President of the Southern California Mediation Association, and past Chairman of the Solo and Small Firm Section of the State Bar; member, Los Angeles County Bar; member of State Bar of California (since 1966); member, Provisors, a National Network Organization.

DISPUTE RESOLUTION TRAINING

- Pepperdine Law School Mediating the Litigated Case, Straus Institute,
- Pepperdine Law School Mediation Masters Forum, Straus Institute,
- Pepperdine Law School, Negotiating Techniques in Mediation, Professor Randy Lowry
- Civil and Probate Mediation Training, by James C. Melamed, J. D., Mediation Center, Inc.

TEACHING, WORKSHOPS AND ARTICLES

- Mediation Workshop for Arabs and Jews at the School For Peace, Neve Shalom/Wahat al Salam, Israel.
- Difficult Parties and Cross-cultural Issues in Mediation Cases, State Bar of California
- Lecturer since 2004, University of Southern California, Marshall School of Business, “Negotiation Strategies in Mediation – Theory and Practice Workshop” – presented to USC MBA students.
- U.S. Department of Justice, Southern District of California, Use of Mediation;
- Mediating Probate Disputes presented to San Fernando Valley Bar Association
- Lecturer, State Bar of California, Annual Meetings and Section Education Institutes, and author of “Mediation - How To Negotiate the Best Deal for Your Client;” “Ethical Advocacy, Using the Science of Persuasion in Legal Negotiations,” “Critical Crossroads: How to Make Smart Decisions in Negotiating Disputes” “New Perspectives in Negotiating Strategies and Tactics.”
- Presenter, 14th Annual Northwest ADR Conference, U. of Wash. School of Law; Presenter 18th Annual Southern California Mediation Conference, Pepperdine Law School, “Applying the Science of Influence to the Art of Negotiations.” Visit www.california-mediation.com for more articles.
- The Cialdini Principles of Persuasion Interactive Workshop. Visit www.usinginfluence.com

EDUCATION

Straus Institute, Pepperdine Law School, Malibu, Dispute Resolution Training programs 1996 to present.

Harvard Law School, J.D., Cambridge, Mass., 1965.

Admitted State Bar of California, 1966.

Texas Christian University, BA, [summa cum laude] Philosophy, Ft. Worth, Texas, 1962.

Studied and worked year abroad program in Israel in 1957-1958.