

From: Jay Harvey Morrey, Esq.
Sent: Friday, January 30, 2009 12:45 PM
To: Christopher K. Annunziata, Esq.
Subject: A Quick "Thank You"...

Dear Mr. Annunziata:

I just wanted to drop a quick note to express my thanks for your services in our wrongful death litigation mediation the other day.

My client had several previous negative experiences dealing with the other side's lawyers and adjusters, and expected to have a very confrontational meeting with the adverse party at this mediation. He feared that the imbalance between him as a lone individual and the big insurance company defendant would lead to continued intransigence and was especially apprehensive about being "strong armed" into a settlement. I was impressed with your tight control of the situation and your professionalism in identifying the goals of the mediation and crafting a set of procedures that met these special concerns of our case. After meeting you and participating in this process he told me that he was pleasantly surprised when you immediately made him feel an equal participant in an honest attempt to craft a resolution rather than a gladiator in the legal arena fighting for justice against an intransigent entity. I do feel that this was the first time he was able to listen to some of the concerns of the opposing attorney and adjuster as individuals and not just corporate representatives. While we were unable to immediately resolve all of the issues in this case, my client feels that he has had an opportunity to tell his story to a strong listener and obtain good feedback from you as to where his case was strong and weak, and this has made my job easier by narrowing the areas of disagreement and focusing our continuing negotiations and litigation strategy. Thank you.

I believe that you and CKA Mediation bring three powerful skill sets to mediations that are essential to the role of the mediator. First and foremost, I have seen that you have an ability to engage the participants meaningfully in the mediation. All of my mediations with you (to date) have been court mandated, which usually occurs later in the case and signals that the parties are not all that interested in coming to terms. Nevertheless each time I have observed you using different tools and tactics to connect with the parties and generate, not just acquiescence, but enthusiasm for the mediation process. Secondly, I feel that you are a great listener, which allows those parties that feel that they need their "day in court" to be able to tell their story and know that someone was listening. Finally, you bring with you the quiet legal authority of a litigator, of someone who has actually tried important cases, and this is critical to your ability to present authoritatively the pros and cons of continued litigation to the parties. I would unhesitatingly recommend your services for any litigant facing the prospect of a trial.

Thank you again for your service and your professionalism. I will be looking to use your services the very next time that I need a mediator.

-- Jay Harvey Morrey, Esq.

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