



## Mark C. Mazzarella, Esq.

Mediation, Arbitration and Referee Services

### **Case Manager**

Linda Flores

T: (619) 209-3036

### **MARK C. MAZZARELLA'S MEDIATION/ARBITRATION/REFEREE SERVICES**

Mark Mazzarella brings 46 years of trial experience and nearly 100 trials and arbitrations to his mediation, arbitration and discovery referee practice during which he has earned the reputation as one of San Diego's best trial lawyers. During his career, he has represented both plaintiffs and defendants in real estate and business disputes, probate and estate litigation, products liability and personal injury cases.

- Mark brings no plaintiff or defendant bias to his mediations, arbitrations and referee services, having obtained over \$330 million in settlements and judgments for plaintiffs and defended over \$2 billion in claims for defendants.
- Mark has no "big firm" or "small firm" bias. He was chairperson of the trial departments of two of the largest firms in California before starting his own boutique litigation firms where he practiced for 32 years.
- Mark has sat as a Judge Pro Tem, conducting settlement conferences for the San Diego Superior Court. He has completed the mediation training program at the University of Oregon, among other mediation CLE programs. To enhance his knowledge of how juries and judges make decisions, Mark took a sabbatical for two years to work with the nation's premier jury consultant, Jo-Ellan Dimitrius, with whom he participated in dozens of mock trials, jury focus groups and trials and co-authored the *New York Times* and international bestseller *Reading People* (Random House 1998) and *Put Your Best Foot Forward* (Simon & Schuster 2000). Most importantly, Mark has participated in hundreds of settlement conferences and mediations during which he has learned what techniques work and what do not.

- Among Mark’s many peer review recognitions, Mark has been given Martindale Hubbell’s highest possible rating since his second year in practice in 1980, has been named a “Super Lawyer” since the inception of that designation, and has been named among “America’s Top 100 Litigators” in both the “Bet-The-Company Case” and “High Stakes Litigators” categories. He has also served as Chair of the California State Bar Litigation Section and as founder and President of the Association of Business Trial Lawyers—San Diego.

Mark’s success as a trial lawyer has been the result of his ability to identify the key strengths and weaknesses in cases, to be creative in his approach, and to communicate clearly and effectively. These skills translate directly to his mediation, arbitration and referee practice.

When serving as an arbitrator and referee, Mark does not compromise intellectual honesty in an attempt not to lose future business. He decides issues based on the facts and the law, rather than the desire to preserve future business opportunities. Mark’s hearings are conducted informally, but the facts and law are not treated casually. If you are looking for an arbitrator and referee who will “split the baby,” look elsewhere.

Of growing importance, Mark is committed to providing flexible and reasonably priced mediation services.

- A full-day mediation is \$6,000, including preparation and follow-up.
- A half-day mediation is \$3,500, including preparation and follow-up.
- There are no additional administration fees
- If a case does not settle during the first session, subsequent sessions are billed at one-half of the normal rate.
- If it appears more productive to stop a full-day mediation to give the parties the opportunity to better position themselves for settlement, the unused hours will be credited to the continued mediation.
- Mark prefers in-person mediations, arbitrations and arguments regarding discovery disputes, but will conduct sessions virtually if the parties prefer.
- Mark will conduct mediations and arbitrations at any location in San Diego County without any charge for travel time if that makes sense, as for example, when the condition of real property is at issue.

Please call Linda Flores with any questions, or to schedule a matter (619) 209-3036.