

Myer J. Sankary, Esq., CMCT
Principal and Founder
Advanced Mediation and
Arbitration Services since 1996

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Myer Sankary has mediated over 1000 cases since 1996 involving a variety of areas of law and business. He is a specialist in Probate Mediation because of his 40 years of practice in the field of probate and estate planning.

Mr. Sankary started practicing law in Beverly Hills after graduating Harvard Law School in 1965. He has extensive experience both as a litigator and transactional attorney. He is considered an expert in contract law (he teaches a course in drafting contracts), and specializes in probate, wills, trusts, and conservatorships. He is one of the select lawyers who serves on the probate volunteer panel for the LA Superior Court Probate Department. He is also experienced in family law, real estate, construction, 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 an A.V. rating in Martindale & Hubbell. Mr. Sankary currently specializes in alternative dispute resolution, conducting mediations, arbitrations, and consultations with individuals, lawyers and businesses on how to resolve disputes through negotiated settlements.

He is an author and lecturer on negotiating strategies as well as the new social science of persuasion and influence. Mr. Sankary is the only attorney and mediator trained and certified by Dr. Robert Cialdini, Professor of Psychology and Social Science at Arizona State University. He has presented numerous workshops and lectures for mediators, attorneys, corporate executives, human resource managers, on the subject “Applying the Science of Influence to the Art of Negotiations. Mr. Sankary is considered one of the leading authorities on this subject.

Among Mr. Sankary’s published articles are:

- “Critical Crossroads, Good Decision Making Is Key To Successful Negotiations,” published in the solo Section Big News magazine, the ICFAI Journal of Alternate Dispute Resolution, Hyderabad, India and The Corporate Legal Environment,, published by ICFAI Business School, and in the National Realtor Association Magazine.
- “Ethical Limits to Legal Negotiations: When is Lying an Acceptable Tactic in Mediation?” Big News Magazine.
- “Poker Lessons: Negotiators Should Use Mediators As Friendly Dealers,” Big News Magazine, Probate Journal
- “Is Mediation a Waste of Time?” Big News Magazine
- “Legal Negotiations and Mediations” Big News Magazine
- "Keeping Your Cool: The Power of Persuasion in Mediation - Applying the Social Science of Influence to the Art of Negotiation in Employment Disputes”

All of the above articles can be found on Mr. Sankary’s website at www.sankary-mediation.com

ADR EXPERIENCE

Mr. Sankary has extensive experience in ADR, having served as an arbitrator for the American Arbitration Association, Kaiser Permanente, and Los Angeles Superior Court Arbitration and Mediation panel since 1996.

Arbitrator/Mediator, Los Angeles Superior Court and Probate Court Panel of Mediators/Arbitrators Conducted over 1000 mediations and arbitrations ;

Arbitrator, Kaiser Permanente Arbitration Panel, 1999 to present;
Arbitrator, American Arbitration Association, 1985-1995, commercial, insurance, employment and personal injury;
Probate Settlement Officer, Probate Dept., Los Angeles Superior Court, Van Nuys, Northwest Division. (Mr. Sankary organized and administers the Van Nuys Probate Settlement program.)
Mr. Sankary is the Representative of the San Fernando Valley Bar Association to ADR Committee of LA Superior Court – Judicial Education Subcommittee

PROFESSIONAL ASSOCIATIONS:

Member Board of Trustees, San Fernando Valley Bar Association; Member, Board of Directors and Treasurer of the Southern California Mediation Association and Chairman of the monthly Roundtable programs on mediation; California Dispute Resolution Council, former member ADR Committee of State Bar of California, Dispute Resolution Services, L.A. Consumer Lawyers Association, Los Angeles County Bar Association; Member, Board of Trustees, San Fernando Valley Bar Association; and member of State Bar of California (since 1966); Past Chairman and current Senior Advisor to the Executive Committee of Solo and Small Firm Section of State Bar of California; Recipient of Myer J. Sankary Annual Achievement Award; Recipient of the 2002 ABA General/Solo Section Rikli Lifetime Achievement Award. Professional Network Group (Encino);

DISPUTE RESOLUTION TRAINING AND TEACHING

Lecturer at USC Marshall Graduate School of Business in Legal Negotiation Theory and Practice, 2001-2006. Mr. Sankary conducts a unique negotiation workshop for MBA candidates and conducts experimental studies in negotiation strategies in these advanced classes.

Mr. Sankary has attended over 300 hours of Arbitration and Mediation training since 1996 including ADR programs sponsored by the Rutter Group; Straus Institute Pepperdine Law School: Basic and Advanced Mediation Training, Mediating the Litigated Case, Mediation Masters Forum 2000, 2002, Negotiating Techniques in Mediation, **Civil and Probate** Mediation Training, by James C. Melamed, J. D., Mediation Center, Inc, Mediation Workshop at School For Peace, at Latrun, Israel, 1996. Training Courses Given by Mr. Sankary include U.S. Department of Justice, Southern District of California; Mediating the Probate Dispute; Lecturer, State Bar of California, and author of “Mediation-How To Negotiate the Best Deal for Your Client?”; See online MCLE program at www.calbar.org - streaming video of Section Education Institute;

Straus Institute, Pepperdine Law School, Mediation/Arbitration Training/Master Forum 1996 to present and numerous other training programs.

Harvard Law School, J.D. graduated 1965, [Admitted in State Bar of California in 1966]

Texas Christian University, BA, Philosophy, graduated 1962 [*summa cum laude*]

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Short Bio of Myer J. Sankary

Myer J. Sankary is the only attorney and mediator certified by Dr. Robert Cialdini to present the Principles of Persuasion two day workshop, based on Cialdini's groundbreaking research and book, "Influence, Science and Practice." With 40 years of law practice and the last ten years as a mediator, Mr. Sankary is a popular author, lecturer and consultant on applying the Principles of Persuasion for avoiding and resolving conflicts. Mr. Sankary began applying the Principles of Persuasion (POP) in his mediation practice and significantly increased the number of successful settlements in cases he mediates.

- He graduated with a JD degree from Harvard Law School in 1965, and from Texas Christian University with a BA in Philosophy, summa cum laude, in 1962. He received certificates in advanced mediation from Pepperdine Law School and now lectures on negotiations at the USC Marshall School of Business.
- Mr. Sankary is on the Board of Trustees of the Southern California Mediation Association and a member of the Board of Trustees of the San Fernando Valley Bar Association.

Three References regarding presentations of the Principles of Persuasion program:

Professor Michael Coombs, USC, Marshall School of Business, Bridge Hall 304, Los Angeles, CA 90089-0808. (213) 740-9290. cell - 888/372-6662; mcoombs@marshall.usc.edu.

Jennifer Beever, CMC, 21755 Ventura Blvd., Ste 368, Woodland Hills, CA, 818-347-4248; Participant in workshop and presentation for Association of Strategic Planners jenb@newincite.com

Steve Mehta, Esq., 27200 Tournay Road, Ste 475, Valencia, CA 91355 / office 661-284-1818; cell (661)993-3089 – participant in State Bar of California program as well as participant in SCMA's Employment Presentation program. steve@mehtamann.com

Gig Kyriacou, 4110 Cahuenga Blvd, Toluca Lake, CA 91602, 818-769-9347. participant in State Bar of California programs on how to negotiate effectively in mediations. gigk@mediate.com