

CV FOR MARK LOETERMAN

EXPERIENCE

Since 2001, Mark has successfully mediated hundreds of litigated cases, concentrating on disputes involving Real Estate, Employment, Business and Insurance. Mark assists parties in evaluating the risks and costs of continued litigation, and helps them to negotiate resolutions that best serve their interests. He is committed to finding agreements that are reasonable, efficient and sensible.

Prior to his career as a mediator, Mark was General Counsel for 20 years to the Fred Sands Real Estate Company and its affiliated businesses in the real estate, insurance, hospitality and radio industries. In this capacity, Mark handled a wide range of sophisticated litigation and transactional issues relating to real estate sales and leases, financing and secured loans, professional liability, breach of commercial agreements, partnership disputes and dissolution, employment termination and discrimination, insurance coverage, and franchising. He managed the firm's in-house legal department of six attorneys and was also Mr. Sands' personal counselor.

TEACHING AND PUBLICATIONS

University of Southern California, Gould School of Law, Adjunct Professor teaching the course "Contract Drafting and Negotiation," 2009
Continuing Education of the Bar, Consultant on publication of CEB's new practice book, *California Real Estate Brokers: Law and Litigation*, 2009
California Real Estate Magazine, Author of "The Case of the Smoldering Candle," 2008

EDUCATION

Pepperdine University Law School, Straus Institute, certificated programs:
Masters' Forum for Experienced Neutrals (by invitation only), 2002-2004
Advanced Mediation Practice, 2002
Mediating the Litigated Case, 2001
Over 300 hours of formal Dispute Resolution training, Straus Institute and ABA
Southwestern University Law School, J.D., 1978
University of California at Los Angeles, B.A., *cum laude*, 1975

BAR ADMISSIONS

California State and Federal Courts, including the United States Supreme Court
Highest "AV" rating in legal ability and ethical standards, Martindale-Hubbell

CV FOR MARK LOETERMAN (cont.)

SPEAKING ENGAGEMENTS

San Fernando Valley Bar Association, "After the Gold Rush: A Real Estate Law Update," 2009
California Association of Realtors, "Effective Strategies in Mediation," 2008
Southwestern University Law School, "How to Mediate the Employment Law Case," 2007
Continuing Education of the Bar, "Mediation of Real Property Disputes," 2004 and 2006,
Beverly Hills Bar Association, "Turning Disputes Into Deals," 2003 and 2005
Southern California Mediation Association, "Negotiation Skills and Ethics," 2003-2009

PROFESSIONAL MEMBERSHIPS AND ACTIVITIES

Southern California Mediation Association

Director, Secretary, and Chair of the Public Policy Committee, 2003-2007

American Bar Association

Dispute Resolution and Tort, Trial and Insurance Practice (TIPS) sections

Los Angeles County and Beverly Hills bar associations

ADR, Litigation, Real Property, and Employment Law sections

TYPES OF CASES MEDIATED

Real Estate

- Acquisition, Sales and Leasing
- Brokerage Industry and Consumer Disclosures
- Construction, Water Intrusion, Mold, Landslide and Subsidence
- Development and Land Use
- Title Issues, Quiet Title, Easements and Encroachments
- Homeowner Association matters

Employment

- Wrongful Termination
- Sexual Harassment
- Discrimination based on Race, Age, Gender and Disability
- Whistleblower and Discharge in Violation of Public Policy
- Noncompetition, Nonsolicitation and Confidentiality Agreements

Insurance

- Insurance Coverage and Allocation
- Bad Faith
- Employment Practices Liability
- Professional Liability
- General Liability
- Homeowner and Mold Liability

Business

- Breach of Commercial Contracts
- Partnership and LLCs
- Interference, Unfair Competition and Trade Secrets
- Franchise Law