



Introducing: F4SS Business Conflict Forum[®]

***A MEDIATION PROGRAM TO
RESOLVE CONFLICTS, PRESERVE RELATIONSHIPS***



For Program Information:

**[https://BusinessMediationNetwork.com/Business-Conflict-Forum/F4SS/
Info@BusinessMediationNetwork.com](https://BusinessMediationNetwork.com/Business-Conflict-Forum/F4SS/Info@BusinessMediationNetwork.com)**

833-SOLVED1 (833-765-8331)

PROGRAM HIGHLIGHTS

The Foundation for Strategic Sourcing has teamed with Business Mediation Network to provide F4SS members and their referrals convenient access to mediation services through the *Business Conflict Forum*[®]. Mediation is a private settlement negotiation facilitated by a neutral mediator where the parties seek to avoid or voluntarily resolve a dispute. Details of the program, form downloads and links to useful and interesting information on the benefits of mediating disputes before pursuing litigation or arbitration can be found at:

<https://businessmediationnetwork.com/business-conflict-forum/f4ss/>

Streamlined Process – When conflict arises, it is usually difficult for the parties to agree on much regarding the controversy let alone to negotiate and decide upon the process to be followed in trying to resolve it. As a result, many business disputes default to litigation. By downloading and completing the F4SS *Business Conflict Forum*[®] Submission Form, the parties engage Business Mediation Network to organize and administer a facilitated negotiation by a business mediator. BMN assists the parties to select a mediator, exchange any information needed to consider settlement and schedule the conference. Either party can complete the Submission Form and BMN will invite the other party to participate.

***Up to 80% of Disputes
Submitted to Mediation
Settle***

On-Line Mediator Selection – The Business Mediation Network website features an interactive Mediator Roster that assists parties in selecting a mediator with a background suitable for the issues in conflict. BMN mediators include current and former CEOs, COOs, VPs, HR Managers, CPAs and corporate counsel who are familiar with the business approach to problem solving and who bring a wealth of personal experience with business issues. Among BMN Mediators with CPG industry experience are two former F4SS Board members.

***Business Mediators for
Business Conflicts***

Scheduling – Business Mediation Network administers all aspects of the mediation including scheduling a Mediation Conference at a time, place and manner that is agreeable to the parties. Importantly, BMN requests that persons authorized to negotiate and settle for each party be available for the mediation conference and that the Mediation Conference be scheduled as soon as the parties are ready within 30 days of receiving the Submission Form.

Fees – For parties submitting disputes through the F4SS *Business Conflict Forum*[®] mediation program, BMN's customary Submission Fee is waived. With the parties normally dividing Mediator Fees, BMN's low daily rates can result in the entire conflict being resolved for less than the cost of preparing the papers to file a lawsuit.

WHY MEDIATE A BUSINESS DISPUTE?

When direct negotiations fail to resolve a conflict or when sensitive issues make negotiations difficult, businesses in CPG companies should mediate with the F4SS *Business Conflict Forum*[®].

Contrast these litigation facts:

- **64%** of the more than 15 million civil cases filed annually are contract disputes
- **2 – 3 years** is the average life of a business lawsuit
- **1%** or less of contract cases go to trial, the rest are settled or dismissed
- **\$250 Billion** is the estimated annual spend on US business litigation

With these mediation facts:

- **30 days** or less is the target life cycle for business mediations
- **1-2 days** is the normal length of a mediation conference
- **80%** of the disputes submitted to mediation are resolved

MEDIATE1ST[®] FOR AGREEMENTS, ENCOURAGE SUPPLIER USE

By including BMN's *Mediate1st*[®] contract clause in agreements with customers, suppliers, employees, partners, lenders and others, businesses can require the mediation of conflict before a lawsuit or arbitration is filed.



Once a dispute arises, it is often difficult to suggest mediation due to anger or distrust or the fear of being perceived as weak. However, even without a contract provision, adopting a *Mediate1st*[®] policy gives businesses an opportunity to avoid litigation or arbitration if direct

negotiations break down. There is little cost and important insights to be gained by engaging a mediator before going to court.

Embracing a *Mediate1st*[®] policy is particularly important for entrepreneurial and smaller suppliers. Litigation costs can severely impact the finances of a small company and lawsuits are a significant distraction for owner/operators. To reduce the impact of disputes on a supply chain and to limit their own involvement in third-party discovery, larger companies should encourage smaller suppliers to adopt the *Mediate1st*[®] clause in agreements with vendors, employees and partners.

PARTICIPATION OF CPG / PROCUREMENT ATTORNEYS

Combining the F4SS *Business Conflict Forum*® program and the *Mediate1st*® approach is an innovative and empowering way for corporate and outside counsel representing F4SS members to contribute to efficient dispute management for CPG companies and their suppliers. BMN offers interesting and informative presentations and materials to corporate and outside counsel on the advantages of early intervention of facilitative negotiators, the strategic use of *Mediate1st*® clauses to bring unresponsive parties to the table and effective advocacy during mediation. CPG and procurement lawyers are encouraged to contact BMN for more information.

MEDIATOR TRAINING

Are you a trustworthy, patient, credible and persistent business problem-solver? Know someone who is? BMN offers mediator training to those interested in joining its Mediator Roster. The proprietary 2-day training features interactive learning on conflict negotiations, mediation theory and successful mediator techniques. The training session culminates with live role-playing exercises where each trainee will serve as both a mediator and a disputing party. BMN is seeking to expand its Mediator Roster with persons who have deep CPG and supply chain backgrounds. Those in or approaching retirement can find serving as a mediator a rewarding way to use the experiences of their CPG career to continue to serve the industry. Please visit the F4SS *Business Conflict Forum*® page or contact BMN for information on upcoming mediator training sessions.

*Learn to “Think
Like a Mediator”*

For More Information:

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Email: Info@BusinessMediationNetwork.com

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