



## Our Fees

We handle commercial disputes up to £25,000.

We charge

£250 for a **half day** session(3 hours)

£500 for an **all day** session (6 hours)

The fees and hire of venue are borne equally by the parties to the dispute.

The fees are payable in advance and are non-refundable

## Availability

We can mediate from **Monday to Friday** inclusive and **weekends** are also available on demand.

## Contact Us

PO Box 169, Hayling Island, PO11 1RB

[www.haylingmediation.com](http://www.haylingmediation.com)

[office@haylingmediation.com](mailto:office@haylingmediation.com)

**023 9235 9744**



PO Box 169, Hayling Island, PO11 1RB

[www.haylingmediation.com](http://www.haylingmediation.com)

[office@haylingmediation.com](mailto:office@haylingmediation.com)

**023 9235 9744**

# Contents

Getting Started: You have a problem	1
What is Mediation?	2
When do you use Mediation?	3
Commercial Mediation	4
What happens next?	5
Fees, availability and contact details	6



# What happens next?

After contact is made with the mediator by an enquiring party, the mediator will contact the other party to find out whether they wish to mediate.

The mediator usually requests an agreed set of documents, provided by the parties, which is placed in a lever arch file, paginated and indexed for ease of reference.

The mediation can be in a conference telephone call or alternatively can take place at an agreed venue. This could be a party's place of business, a lawyer's office or a meeting place agreed between the parties.

A commercial mediation usually lasts all day which is normally a maximum of 6 hours, with breaks.

Hopefully a mutually acceptable settlement will result.



# Commercial Mediation

There is no compulsion to enter commercial Mediation, for it is a voluntary process. The exception being where a Judge has directed that mediation must occur before a court action is set down for trial.

Commercial Mediation is a flexible and a cost effective way of resolving a dispute. However, this is not a debt recovery process but is used where there is perceived to be a genuine dispute or grievance over goods and/or services supplied.

The Mediator acts as an independent person who attempts to assist the contending parties towards the settlement of issues between them.



# Getting Started: You have a problem.

If you run a business you may extend credit to your customers while your suppliers, once you are established, may do the same. Likewise, your Bank may have given you credit facilities by way of an Overdraft and/or Loan. Thus survival depends upon cash flow. Even a successful, established business can be sunk by a cash flow crisis.



Many start-ups or SME's are reluctant to issue recovery proceedings, especially against a regular customer, who places substantial orders.

Court proceedings involve:

- time - loss of your management time
- money - or more usually the lack of it
- expense - whether just court fees or lawyers' fees

There is no guarantee that winning the court case will lead to getting your debt paid.

Mediation may offer a solution.

# What is Mediation?

Mediation is a method of facilitating dialogue between estranged parties who may previously have had a friendly commercial relationship.

Mediation allows the parties to express their feelings, rather than just their legal and/or commercial standpoint, pointing out how the dispute may have affected not just their business but their personal life through stress and anxiety.

The Mediator is not a judge and never takes up a judgmental position.

The Mediation usually takes place in a neutral venue hopefully allowing the parties to relax whereas a court may have an intimidating atmosphere for a litigant.



# When do you use Mediation?



You are a party to a court case involving a commercial dispute now heading to trial.

The cost to you in both time and money has steadily mounted.

The resolution to this dispute still seems far away.

Although you have always believed yourself to be right, you are advised that the outcome at trial is never certain.

It now seems like a roll of the dice.

You are neglecting your business and it's affecting your personal life.

You just want it to be over.

What should you do?