



MARK LOETERMAN, ESQ.

Mediator/Arbitrator

Since 2001, Mark Loeterman has successfully mediated hundreds of litigated cases, specializing in 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. A lawyer with three decades of experience, Mark is committed to finding agreements that are reasonable, efficient and sensible.

PRACTICE AREAS

Real estate, employment, business contracts, business torts, insurance coverage, and franchise cases.

CONFLICT RESOLUTION EXPERIENCE

Prior to his career as a mediator, Mark Loeterman served for 20 years as General Counsel to the Fred Sands Real Estate Companies and their affiliated businesses in the real estate, insurance, hospitality and radio industries. In that capacity, Mark handled a range of sophisticated litigation and transactional matters in 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 Mr. Sands' personal counselor.

Mark holds the highest "AV" rating from Martindale-Hubbell, and is admitted to practice in State and Federal courts, including the Bar of the U.S. Supreme Court.

EDUCATION & TRAINING

- Over 300 hours of formal ADR training, primarily through the Straus Institute and the American Bar Association
- J. D. (1978), Southwestern University School of Law
- B.A. (1975), University of California at Los Angeles, *cum laude*

ORGANIZATIONS & ACHIEVEMENTS

- Southern California Mediation Assoc. Director, Secretary, Chair, Public Policy Committee, 2003-07; Member, American Bar Assoc. Dispute Resolution and Tort, Trial and Insurance Practice (TIPS) sections; Los Angeles and Beverly Hills bar associations, ADR, Litigation, Real Property, Employment Law sections
- *Speaker*: San Fernando Valley Bar, "After the Gold Rush: A Real Estate Law Update," 2009; California Assoc. of Realtors, "Effective Strategies in Mediation," 2008; Southwestern University Law School, "Mediation of Employment Cases," 2007; CEB, "Mediation of Real Property Cases," 2004, 2006; Beverly Hills Bar, "Turning Disputes Into Deals," 2003 and 2005; Southern California Mediation Assoc., "Negotiation Skills and Ethics," 2003-2009
- *Teaching/Publications*: USC Gould School of Law, Adjunct Professor, Contract Drafting and Negotiation, 2009; CEB, Consultant, Real Estate Brokers, 2009; *California Real Estate Magazine*, "The Case of the Smoldering Candle," 2008

Mr. Loeterman is available throughout California.



Century City
310.284.8224
Downtown
213.623.0211
Toll Free
1.800.347.4512
www.arc4adr.com