

Curriculum Vitae of Judy Weintraub

Mediation and Arbitration Services provided through ACCORD, LLC

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Current Position & Background

Ms. Weintraub is a mediator and arbitrator for AAA, CPR and the Better Business Bureau. She is the founder of ACCORD, LLC, offering dispute resolution, facilitation and conflict prevention services, a co-founder of ABLR (Advanced Business Law Resources), offering training and consulting in alternative dispute resolution and the founder of Weintraub Legal Services, providing business law services. Ms. Weintraub was previously employed as in house counsel and then in senior management at Amtrak. With her extensive legal background, business experience, dispute resolution skills and entrepreneurial mindset, Ms. Weintraub is a highly effective mediator of business disputes.

ADR Background: Ms Weintraub is a certified mediator for the International Mediation Institute. She serves as an arbitrator and mediator for the American Arbitration Association's Commercial Panel and Large Complex Case Panel, and has been selected as a distinguished neutral by the International Institute of Conflict Prevention and Resolution (CPR), serving on CPR's Pennsylvania Panel and Franchise Panel. She also arbitrates and mediates for the Better Business Bureau. Ms. Weintraub has made several presentations on alternative dispute resolution and has performed consulting services for companies implementing dispute resolution systems.

Legal and Business Background: Ms. Weintraub has over 25 years' legal experience primarily in business law. She has negotiated complex commercial transactions, including several \$100 million plus acquisitions of equipment with international manufacturers, leveraged lease financings, and multi-million dollar long term outsourcing contracts. Her clients include high technology companies, engineering firms, telecomm consultants, insurance brokers, IT consultants, training providers, educational consultants, retail stores, healthcare providers, medical billing firms, radio and TV show producers, software developers, construction contractors, consulting companies, service providers, marketing firms, manufacturers and accountants. She has extensive experience representing clients in the railroad and airline industries. As General Manager at Amtrak, she managed a department of 40 engineers, and was responsible for engineering design, quality assurance, project management, testing and acceptance of rail equipment, warranty management, and maintenance management systems.

Main Mediation Practice Areas

- Commercial contracts
- Business disputes
- Family business disputes
- General Corporate
- Technology
- Financial services
- Agency and distribution contracts
- Partnership disputes
- Strategic alliances, joint ventures, collaboration agreements
- Franchise agreements
- Employment disputes

Mediation Experience

Mediations handled by Ms. Weintraub have included disputes involving accounting firm malpractice and default issues, hospitals and healthcare service providers, gas pipelines, warranty matters, employment (age discrimination, disability discrimination, wrongful termination), distribution agreements, attorney/client fee disputes, and conflicts among multiple business partners. Ms. Weintraub has also mediated several small claims matters for courts, agencies and individuals, including neighborhood disputes, divorce settlement agreement, landlord/tenant, and personal injury claims.

Mediation Style

I view my role as mediator as encompassing the following functions: (1) ensuring that each party has the opportunity to present its case and that each party understands the position and needs of the other party(ies), (2) facilitating the discussion, (3) skillfully probing the parties' positions and uncovering their underlying interests and needs, (4) helping the parties develop alternative resolutions to meet their needs, (5) managing the different personalities and emotions in the meetings, and (6) assisting the parties to overcome impasse including, where needed, and where the parties desire, providing an impartial assessment of each party's position, in order to help the parties arrive at a settlement. My legal expertise, dispute resolution experiences and training, and business acumen from my years as a business executive and being an entrepreneur enable me to be highly effective in helping businesses resolve their disputes.

Feedback Digest

(copied from IMI Profile, <http://www.imimediation.org/judy-weintraub>)

Reviewer: AAA/ICDR STAFF (imireviewer@adr.org)

Latest Update: 18 May 2009 20:55

Parties and counsel who have used Judy Weintraub would overwhelmingly use her services again and would, without hesitation, recommend her to others. Typical of the comments reflecting Ms. Weintraub's acceptability are: (i) Ms. Weintraub is very prepared, organized and neutral; (ii) She is very professional and has a good grasp of the case and personalities involved; (iii) I would recommend Ms. Weintraub as a mediator and would accept her, if proposed, as a mediator in my work; (iv) Ms. Weintraub has the ability to focus on the topic of discussion and can see this from all angles. She has the knowledge, experience and the composure to listen to what is being said. I have turned to her for other matters because I personally trust her advise and decisions; and (v) Judy delivers. I would highly recommend her in future.

Ms. Weintraub's mediation skills and abilities are rated as highly effective. Typical of feedback received in this regard are: (i) Ms. Weintraub recognized the strengths and weaknesses of each position and used that information properly to highlight benefits and risks of proceeding. She had the ability to be truly neutral and to listen fully until the arguments/presentations were completed; (ii) She had a total grasp of the nature of the dispute and the ability to quickly grasp the personalities of the parties; (iii) Ms. Weintraub handled a difficult and contentious issue with professionalism and respectful civility to all concerned. She knew the process of mediation well. Her skills brought contentious parties together and substantially narrowed the areas of disagreement; (iv) If there is a topic or situation not familiar to her she researches it and gets back to you immediately. She also has the ability to listen to both sides and introduce possible solutions; and (v) She had the particular skills suited to facilitating the settlement of an emotional case, which involved the listing of assets and valuation of each.

Ms. Weintraub is also highly regarded for her ability to effect a positive outcome. For example, one provider of feedback noted that Ms. Weintraub was able to identify issues from the perspective of a neutral party that might pose risk down the line that had not been previously considered. While another noted that Ms. Weintraub came fully prepared and helped the parties get through a very difficult agreement. Still another noted that Judy's handling of an emotional mediation is an example of why parties become so appreciative of the process of mediation when they see it work well. Her intervention, and continued support of the resolution process well beyond the mediation, was essential in leading the parties to a solution that I believe all parties agree was a superior result to the alternative of continuing the litigation.

Costs were widely reported as reasonable in the context of the value of the disputes mediated by Ms. Weintraub, and in general a very high degree of satisfaction was reported.

No reportable negative comments have been received since Ms. Weintraub's designation as an IMI Certified Mediator.

References

Brett A. Datto, Esquire
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Judy W. Weintraub

Summary of Qualifications

Strong legal and business background; highly skilled in negotiations, dispute resolution and facilitation

- 25 years as a transactional attorney
- 20+ years contract negotiations experience
- 15 years extensive experience in TQM and facilitation
- 10 years as a mediator and arbitrator of disputes
- 10 years as an entrepreneur running a law firm and dispute resolution firm

Professional Experience

1998 – Present Accord, LLC and Weintraub Legal Services, LLC

- Mediation and arbitration of commercial disputes and court cases
- Distinguished neutral for International Institute for Conflict Prevention and Resolution
- Arbitrator and mediator for American Arbitration Association
- Certified mediator for International Mediation Institute
- Arbitrator for Better Business Bureau
- Facilitation of partnership charters, focus groups and strategic planning retreats
- General corporate legal services

1988 – 1998 Amtrak

General Manager, Equipment Design and Acquisition ('94 – '98)

- Accountable for managing equipment contracts and corporate projects valued in excess of \$1 Billion
 - Lead negotiator of equipment acquisition contracts
 - Development of specifications and other pre-bid materials
 - Project Management, Engineering Review
 - Quality Assurance, Testing and Acceptance
 - Warranty management
- Steering Team member of corporate Quality Management initiative
- Facilitator of numerous teams, senior management retreats and other meetings ('92 – '98)

Associate General Counsel ('88 – '94)

- Negotiator of major procurements, construction projects, intellectual property agreements and other commercial transactions
- Responsible for overseeing implementation of regulatory

requirements, such as ADA, Buy America and anti-lobbying legislation

- Developed and taught highly successful course on basic contract law
- Member of Corporate Quality Council for designing and implementing Quality Management initiative

1984 – 1987 Shaw, Pittman, Potts & Trowbridge

- Associate Attorney in one of Washington's top law firms
- Transactional practice primarily representing airlines and high technology companies
 - Drafted and negotiated contracts
 - Prepared regulatory filings
 - Advised on general corporate matters, such as incorporation, secured financing and employment law

1983 – 1984 The Hon. W. Arthur Garrity, Jr.

- Judicial clerk in the United States District Court of the District of Massachusetts
- Researched and analyzed cases, advised the Judge on case merits and drafted judicial opinions

**Additional
Professional
Activities**

- Member of DC Bar, Maryland Bar and Pennsylvania Bar
- Chair, Governing Body ATHENA PowerLink NAWBO® Delaware Valley
- Mentor, Chester County Futures

Education

JD 1983 *Cum Laude* U. of Michigan Law School

- Finalist, Henry Campbell Moot Court Competition
- Best Brief Award
- Teaching Fellowship in Philosophy

BA 1980 *Summa Cum Laude* Mt. Holyoke College

- Philosophy and Mathematics Double Major
- Junior Year Abroad, Cambridge University, England
- Sarah Williston Scholar
- John Martin Warbeke Prize for Excellence in Philosophy
- President, Philosophy Society
- Varsity Swim Team and Varsity Tennis Team

References

Available on request