

Mr Ray Watson LL.B (Hons), MCI Arb

IS A QUALIFIED MEDIATOR (Junior Mediator)

General Information

An accredited mediator, member of the Chartered Institute of Arbitrators, and Civil Mediation Council, Company Director, and Costs Lawyer - Ray has the right balance of facilitative and evaluative negotiation experience, technical knowledge of legal dispute processes and intuitive people skills to make him a charismatic and successful mediator across a wide range of disputes, ranging from low value financial disputes to seemingly intractable multi-million pound commercial cases.

PROFESSIONAL BACKGROUND:

Mediation: Accredited by the London School of Mediation, member of the Civil Mediation Council

Legal Practice: Since 1998 Ray has been involved, on a professional level, with civil & commercial costs litigation, and specializes in: dispute resolution, clinical negligence actions, liability claims, libel proceedings, land tribunals and complex multi-million pound commercial litigation. He has a wealth of expertise that private individuals and businesses will benefit from, and is often called as an expert to determine legal costs in complex cases as well as to mediate such disputes.

Company Director: Over a decade of successfully running his own legal service company, staying efficient, commercially focused, gaining excellent interpersonal skills, while developing extensive knowledge and understanding of business processes, including tax law.

WHY CHOOSE RAY?

"I was extremely impressed with Ray as can be seen from the feedback. I would have no hesitation in putting him forward as a proposed mediator to opponents or utilising his services in the future. We had a fantastic result on the day and the way matters were resolved has meant that the parties are able to continue to have a working relationship going forwards" L Baylis - Thursfields Solicitors

"Without Ray agreement would not have been reached, he kept both parties in dialogue & used a novel approach to gaining agreement" Mr R. Niziolek - Commercial Director, Working Environments London Ltd

"Excellent and instrumental in resolving a very difficult situation" - Mediation participant

"Ray immediately develops a sound and realistic grasp of the issues under consideration, his energy, skill and enthusiasm are infectious. He is also very personable which, makes dealing with him a pleasure" Mr D. Taylor - Silks Solicitors Ltd

"I just wanted to say how much I learned from your mediation. I believe it was conducted efficiently and professionally and the participants managed to find a good resolution due to your facilitation and skill. You were faithful to the principles of mediation but were flexible in your approach which combined to make, in my view, an effective and successful mediation. I have not been able to write in a similar way after other mediations that I have observed" Mrs J. Butler - Barrister, Bedford Row Chambers

"Thank you. It was a very effective mediation session with an acceptable outcome for both parties. Ray was a good practical mediator and the matter was resolved far more swiftly than had been anticipated" Ms S. Carrel - Partner, GHP Solicitors

"...How good at mediation do you think the mediator was, and how significant was the mediator's input in helping the parties to

resolve their dispute?... I would like to give more than 10/10 on these points!... Many thanks Ray" Mr J. Bill - Atelier Bill Colaborative Architects

Excellent negotiator: A natural diplomat - Ray's experience in complex costs litigation, hearings before the Judiciary, including the UK Supreme Court Costs Office, and fiducial duties as company director means that has perfected his ability to tactfully but firmly facilitate successful solutions to entrenched disputes while keeping the process professional.

Efficient and empathetic: Ray quickly identifies the needs and motivations of the participants and works intuitively to bring about speedy, satisfying conclusions to even the most intractable of cases. He believes passionately in mediation - "the art of mediation lies in excavating beneath a parties 'position' and discovering a need or a want. It is the parties needs and wants which are the engine and wheels of every successful negotiation".

Commercially experienced: With extensive experience as a company director and thorough knowledge of associated legal and business issues (e.g. corporation tax, director duties, VAT, Companies Act.), Ray quickly appreciates complex commercial issues, and quickly identifies what needs to happen to resolve a dispute. Following his day-to-day experience in such matters, he is able to bring clarity to seemingly intractable multi-million pound commercial cases.

Flexible fees and location: Ray adopts a flexible approach to ensure that the level of fee fits the circumstances and is happy to take on mediations of any type, value or location.

AREAS OF EXPERTISE:

- Legal Costs disputes (inc Solicitor Act)
- Credit Hire disputes
- Personal Injury disputes
- Professional Negligence
- Negligence - Tort
- Misstatements / Defamation
- Contested Probate / TOLATA disputes
- Complex Civil & Commercial cases
- Business / Partnership disputes
- Shareholder disputes
- Breach of Contract disputes
- Exclusivity Clauses
- Commercial Debts
- Sale / Purchase of Goods and Services
- Employment Law
- Insurance / re-insurance
- Community / boundary disputes
- Land / neighbour disputes
- Small Claims track disputes
- Landlord and Tenancy disputes

RAY'S APPROACH:

Ray has always been a firm supporter of alternative dispute methods, and has an **intuitive understanding** of what needs to happen to resolve a dispute.

His breadth of experience working in the legal profession enables him to use **facilitative / evaluative negotiation** and **reality testing** early on, avoiding potentially intractable stalemates.

Approachable and **amenable** to deal with, Ray understands that behind every dispute there is a person, and tries to empathise with that person.

At the same time, as a company director himself, he appreciates the mechanics and problems of business, and is skilled at

encouraging deal-making in order to secure a **mutually consensual resolution** for all parties.

Qualifications:

LL.B (Hons), MCI Arb, CMC

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