



## LEE M. MENDELSON, ESQ.

### Mediator



For over 27 years, Lee Mendelson, Esq. has been at the forefront of civil litigation, advocating for clients in high-stakes disputes across a broad spectrum of legal matters. His expertise spans insurance coverage, personal injury, subrogation, workers' compensation, product liability, debtor/creditor disputes, and real estate conflicts. Throughout his distinguished career as a litigator, Mr. Mendelson consistently found himself drawn to the moments when resolution was achieved outside the courtroom—not through contentious trials, but through the art of negotiation.

Today, Mr. Mendelson is a full-time mediator, leveraging his extensive litigation background to help parties resolve disputes with efficiency, fairness, and pragmatism. His passion for negotiation and conflict resolution emerged early in his legal career, where he quickly developed a reputation for his ability to de-escalate tensions and foster constructive dialogue. Whether representing insurers in high-value claims or navigating complex multi-party disputes, he demonstrated a keen ability to shift the focus from entrenched positions to meaningful resolutions. His ability to “lower the temperature” in contentious matters and guide parties toward mutually beneficial outcomes has become a hallmark of his practice.

In 2006, Mr. Mendelson took a pivotal step in his career by founding the Mendelson Law Group. What began as a solo practice soon expanded into a thriving firm with a team of more than 20 attorneys and legal professionals. Under his leadership, the firm became a trusted resource for insurance-related litigation, managing a high volume of cases with a steadfast commitment to quality and results. As lead counsel, he handled complex, multi-party lawsuits, frequently negotiating resolutions that saved clients significant time and expense. Even as he excelled in the adversarial world of litigation, his passion for dispute resolution never wavered. He remained guided by the principle that the best outcomes are not always dictated by a courtroom verdict, but by solutions that allow all parties to move forward with confidence.

Transitioning from advocate to neutral, Mr. Mendelson now applies his skills as a strategist, problem-solver, and consensus builder in mediation. His approach is pragmatic and results-driven, grounded in the belief that the real “client” in mediation is the settlement itself. He meticulously prepares for each case, thoroughly reviewing briefs and conducting pre-mediation calls to identify potential roadblocks before they arise. During mediation, he fosters a solutions-oriented atmosphere, employing a range of techniques—including informal mediator proposals, bracketed negotiations, and interest-based bargaining—to drive meaningful discussions. His commitment to resolution extends beyond the mediation session; if an agreement is not reached immediately, he continues working behind the scenes, persistently engaging with parties to bridge gaps and finalize settlements.

Mr. Mendelson is widely respected for his intelligence, professionalism, and unwavering dedication to the mediation process. His style is neither aggressive nor passive, striking a balance that encourages open dialogue while keeping parties grounded in practical realities. He understands that creating a relaxed and collaborative environment is essential for productive negotiations. By fostering an atmosphere of trust, he helps parties consider new perspectives and reach settlements that are not only legally sound but also sustainable.

Guided by the philosophy that persistence is often the key to resolution, Mr. Mendelson believes that the difference between impasse and settlement is frequently just one more conversation, one additional effort toward compromise. As a mediator, his mission remains clear: to help people navigate conflict, identify common ground, and achieve resolutions that work—not just in theory, but in real life.

#### AREAS OF EXPERTISE

- Commercial Contract / General Business
- Employment
- Fee Disputes
- Governmental Entities
- Insurance Coverage / Bad Faith
- Personal Injury
- Products Liability
- UIM / UM

## EDUCATION & TRAINING

- Harvard Law School Program on Negotiation – *Mediation and Conflict Management*
- Pepperdine Law School Straus Institute for Dispute Resolution – *Mediating the Litigated Case*
- Juris Doctor, Northwestern University School of Law (1997)
- Bachelor of Arts, Emory University (1994)

## MEDIATION & LEGAL EXPERIENCE

### Mediator (2024 – Present)

- Mediates complex disputes in insurance coverage, subrogation, personal injury, property damage, products liability, workers' compensation, real estate disputes, and debtor/creditor matters.
- Employs strategic mediation techniques, including informal mediator proposals and bracketed negotiation methods, to help parties overcome impasses.
- Provides a structured yet adaptable approach to dispute resolution, emphasizing creative and practical solutions.
- Offers pre-mediation preparation through advance brief reviews and direct communication with parties to facilitate effective negotiations.
- Committed to post-mediation follow-up to secure lasting settlements.

### Pepperdine University Caruso School of Law, Adjunct Professor (Spring 2025)

- Teaching *Negotiation Theory and Practice* at the renowned Straus Institute for Dispute Resolution.

### Mendelson Law Group, APC, Managing Attorney (2006 – 2023)

- Founded and led a thriving law firm, growing it from a solo practice to a staff of over 20 attorneys and legal professionals.
- Served as lead counsel on high-value, multi-party personal injury, subrogation, and property damage cases involving complex insurance coverage issues.
- Negotiated settlements with insurers, opposing counsel, and mediators, leveraging extensive experience in alternative dispute resolution.
- Supervised litigation teams, overseeing court appearances, legal filings, and strategic case management.

### Prior Law Firm Experience (1997 – 2006)

- Hemar, Rousso & Heald, Associate Attorney: Led cases in equipment leasing, financing, and banking litigation.
- Macey, Wilensky, Cohen, Whittner & Kessler, Associate Attorney: Represented clients in litigation and mediations across Georgia, resolving cases through negotiation and ADR.

## SELECTED PUBLICATIONS & PRESENTATIONS

- *Workers' Compensation Subrogation in California* – Combined Claims Conference
- *Playing the Percentages: Comparative Negligence in Auto Collisions* – National Association of Subrogation Professionals
- *General Principles of Workers' Compensation Subrogation* – Commercial Law World Magazine
- *Legal Ethics in Subrogation Negotiation* – National Association of Subrogation Professionals
- *Subrogation for the Collection Professional* – National Creditors Bar Association

## PROFESSIONAL AFFILIATIONS

- National Association of Subrogation Professionals
- Commercial Law League of America
- California Lawyers Association – Health and Wellness Committee
- Beverly Hills Bar Association
- San Fernando Valley Bar Association
- Consumer Attorneys Association of Los Angeles (CAALA)
- Association of Southern California Defense Counsel (ASCDC)
- Southern California Mediation Association
- State Bars: California, Tennessee, Mississippi, Georgia