



## ***WHY FACILITATIVE MEDIATION WORKS***

- 1.** The process is facilitated by a trained neutral who has interviewed all parties and developed a plan prior to the parties meeting together.
- 2.** Parties have an opportunity to “tell their story” in a way that allows other parties to hear the story in a new way.
- 3.** The mediator has agreed upon ground rules for discussion that help the parties communicate in a more effective and sometimes brand new way.
- 4.** Mediation focuses on the parties needs (interests) rather than the parties initial solutions (positions).
- 5.** The mediator points out common interests and guides the conversation to build bridges between the parties, thus, developing trust.
- 6.** The mediator helps the parties find solutions that meet all parties’ needs (Win/Win).
- 7.** The mediation process allows the parties to feel listened to and acknowledged.



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