

MEDIATOR PROFILE – Ken Sterling

EDUCATION

Undergraduate: B.A. in Communication and Applied Psychology from UC Santa Barbara

Law School: USC Gould School of Law (LLM) and Mediation Certificate from USC and MC3

Business School: MBA from Babson College

Graduate: PhD in Education Leadership from UC Santa Barbara, MA in Communication from USC

PROFESSIONAL EXPERIENCE

Ken Sterling began his real estate, construction, and development career in 1986 and has been a licensed real estate broker since 2002. His legal career began in 1991 as a paralegal, and he has served as an attorney, mediator, and principal in major transactions plus many complex litigation matters. Ken interned and then worked as a mediator with the Federal EEOC Enforcement Team and worked with the Los Angeles Superior Courts and the Center for Conflict Resolution as a mediator. Ken has been a co-founder of a global manufacturing company, a technology company, and a community bank. Ken also served as Litigation Manager at a privately held real estate firm with \$300 million AUM. He is active in real estate as an investor, broker, and property manager. Through these decades of real estate and legal experience, Ken has developed a keen understanding of the various parties and matters in real estate transactions, along with the challenges and litigation that ensue. Ken's deep experience and interest in Communication and Psychology bring a unique perspective in his approach to mediating real estate cases. He also teaches Business Ethics and Law at the University of California and Innovation at the University of Southern California.

AFFILIATIONS

California State Bar # 343867

California Department of Real Estate, Broker # 01327955, and California Licensed General Contractor # 662765

MC3 Certified Mediator

Member, Southern California Mediation Association, California Lawyers Association, Los Angeles Bar Association

Mediator Affiliate, American Arbitration Association - Mediation.Org

STATEMENT

Conflict is challenging and brings many aspects of impact to all involved. I have been involved in numerous cases as a principal, plaintiff, defendant, witness, attorney, and mediator. Even though conflict is unavoidable and uncertain, it is not unmanageable. The best outcomes arising out of conflict that I have been involved in have been resolved by mediation, which is why I am a proponent of mediation. Mediation allows the parties to find a resolution they participate in, not leave it up to the judge or jury. Litigation is a zero-sum game, with one clear winner and loser. In mediation, you have a say in the outcome. My approach is to understand the parties, their interests, and needs and then apply real-world experience in real estate and law to develop a collaborative and harmonious approach to resolution for the highest good of all concerned.

FEES:

In-person: \$300 per hour + travel (fixed fee of \$500 for cities outside service area to cover transportation, hotel, and meals),

Virtual: \$250 per hour.

SERVICE AREAS

Los Angeles County, Santa Barbara County, Ventura County, and San Francisco County for reduced travel fee.

OFFICE LOCATIONS

Los Angeles and Santa Barbara

PLEASE DO NOT CONTACT MEDIATOR DIRECTLY. All mediations must be filed directly with our Center and questions for mediators pre-assignment should be arranged with our Center.