



# Mediator Full Profile



## Mr. Richard Sher

Email: [rsher@scwstl.com](mailto:rsher@scwstl.com)

Phone: 1-1-314-721-5200

Fax: 1-1-314-721-5201

Website: <http://www.scwstl.com>

Address:

190 Carondelet Plaza

Suite 1100

St. Louis, MO, 63026

United States

## Experience Qualification Path

Category 2: American Arbitration Association

## Mediation locations

United States - MO

## Mediation languages

English

## Current position and background

Mr. Sher is a founding member of the St. Louis law firm of Sher Corwin Winters LLC, where he maintains a broad practice in civil trial matters and alternative dispute resolution. He has been engaged in the private practice of law since 1975. He practiced at a large St. Louis firm for more than 20 years and joined Devereux Murphy in 1996 before forming his own firm in 2010.

## Main mediation practice areas

All areas of civil disputes (except domestic relations matters).

## Mediation experience

Approximately 15 years experience, serving as mediator in over 1,500 cases.

## Description of mediation style

Generally facilitative.

## Code of professional conduct

IMI Code of Professional Conduct

## Complaint process

IMI Professional Conduct Assessment Process



# Mediator Full Profile

## Professional indemnity insurance

The Bar Plan (Missouri) -- \$1,000,000 limit

## Feedback digest

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

Latest Update: 2009-06-05 16:50:21

This Feedback Digest has been updated to include 5 Feedbacks in 5 or more Mediations as of June 4, 2009.

Parties and counsel who have used Richard Sher would overwhelmingly use his services again and would, without hesitation, recommend him to others. Typical of the comments reflecting Mr. Sher's acceptability are: (i) I will use Richard Sher whenever I can. He is the best mediator in St. Louis; (ii) Richard is on par with other nationally reknowned mediators I have seen; (iii) He has always done an excellent job in my mediations; (iv) Richard is simply the best mediator in St. Louis. He seeks to understand the issues important to each party and offers creative solutions; and (v) Mr. Sher always comes well prepared to mediations. He invites the parties to provide written materials in advance explaining their positions. It is clear at the mediation that he thoroughly reviewed the submissions. He is very bright and insightful. He quickly grasps the issues and hones in on the heart of the matter. During the mediation, Mr. Sher is even-handed in his approach to each of the parties, but he doesn't allow either party to take an unreasonable position without challenge. He is receptive and respectful to the views of all involved in the mediation, but he holds each party accountable for their position. His friendly and professional personality and approach engenders trust and confidence in his efforts and in the mediation process. Mr. Sher also has years of experience as a trial lawyer which enables him to easily understand and relate to points made by attorneys representing the litigants.

Mr. Sher's mediation skills and abilities are rated as highly effective. Typical of feedback received in this regard are: (i) Richard is the smartest, most practical mediator I have ever dealt with. He is a quick study and he is excellent with lawyers and clients. I have had a lot of success with him; (ii) He has a flexible approach depending on the case, party and counsel. He is understandable by the parties and respected by counsel; (iii) He has the ability to identify the business needs of each party and to get the parties to recognize the strengths and weaknesses of their positions; (iv) He is even-handed, calm and aggressive where appropriate. He has the ability to see through the clutter and the patience to await the right time to push; and (v) I have found Mr. Sher to be the most skillful and effective mediator that I have experienced in nearly 30 years of practice.

Mr. Sher is also highly regarded for his ability to effect a positive outcome. For example, one provider of feedback noted that in a tense environment, Mr. Sher keeps the issues moving toward resolution. He almost always obtains a successful result, and if not settled, the parties will know the issue or two still preventing settlement.

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

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



# Mediator Full Profile

## Professional affiliations

American Arbitration Association (Panel of Arbitrators; Panel of Mediators; Mediation Advisory Committee)  
American Bar Association (Dispute Resolution Section - Mediation Committee; Litigation Section - Alternative Dispute Resolution Committee, Securities Litigation Committee; Forum on Franchising)  
Association of Attorney-Mediators (President, St. Louis Chapter 1994 --; National Board of Directors 1995 - 1998)  
Bar Association of Metropolitan St. Louis  
The Missouri Bar  
St. Louis Bar Foundation (Board of Directors 2006-2008)  
National Academy of Distinguished Neutrals  
International Academy of Mediators (Fellow)

## Fee rate

Currently \$475 per hour

## References

Upon request.

## Mediation education and training

Basic training: American Academy of Attorney-Mediators, Inc.  
Advanced training: CPR Institute for Dispute Resolution

## Mediation teaching and mentoring

"Mediation Preparation Techniques for the Litigator," National Business Institute (2008)  
"Mediation of Patent Cases," Association of Attorney-Mediators (2007)  
"Impasse in Mediation," Association of Attorney-Mediators (2007)  
"Prisoner's Dilemma," Association of Attorney-Mediators (2006)  
"Breaking Impasse: Moving from Stalemate to Settlement in Mediation," American Arbitration Association (2005)  
"Mnookin on Barriers to Settlement," Association of Attorney-Mediators (2005)  
"Mediation of Maritime Cases," The Bar Association of Metropolitan St. Louis (May 2003)  
"Mediation of Intellectual Property Disputes," Washington University School of Law, (2001)  
"Keys to the Effective Mediation of Business Cases," St. Louis Corporate Counsel Institute, (May 2000)  
"Tips for a Successful IP Mediation," The Bar Association of Metropolitan St. Louis, (March 2000)  
"Mediation: Local Rules and Tips from Experts," Lawyers Association of St. Louis (1999)  
"Ethical Considerations for the Business Lawyer," Mo. Bar Business Law Institute (1997)  
"The Attorney's Role in Mediation," ADR: Focus on Mediation, Mo. Bar (1997)  
"Mediation and Early Neutral Evaluation," Eighth Circuit Judicial Conference, Federal Practice Committee (1997)  
"Mediation Is Here," BAMSL Small Business Conference (1997)  
"Liability Concerns of Business Owners," Mo. Bar Business Law Institute (1996)  
"The New ADR," General Counsel Forum, Price Waterhouse (1996)



## Mediator Full Profile

"Mediation and The New ADR," St. Louis Symposium "The New ADR" (1995)

"Training the Advocate - A Model Curriculum for the New Millennium," ABA Litigation Section Fall Meeting (1994)

"Problems in Securities Arbitration," Securities Arbitrator Training Program, American Arbitration Association (1994)

"Settling Third Party Claims - What to Do When the Insured and the Insurer Disagree," Risk and Insurance Management Society (1990)

### Mediation publications

Co-Author, "What to Have for Lunch and Other Problems in Mediation," St. Louis Bar Journal (Summer 2012)

Co-Author, "Dealing with Impasse in Mediation," St. Louis Bar Journal (Winter 2006)

Author, "Contract Provisions Affecting The Conduct of Franchise Litigation," St. Louis Bar Journal (2001)

Author, "West's Missouri Practice," Commentaries to Rules 74.02, 74.03, 74.10, 74.12, 74.14

Author, "Early Neutral Evaluation," St. Louis Lawyer (May 1995)

Author, "Mediation", St. Louis Bar Journal (Fall 1994)

Co-Author, "The Court's Role in the Evolution of Power Over Land," 7 The Urban Lawyer 60 (1975)

**Note: This Mediator Profile is intended to offer guidance to users of mediation services about the competency, skills, styles and potential suitability of the IMI Certified Mediator featured above. The Reviewer, the Mediator and IMI are attempting to present fair, balanced and objective information but none are to be held responsible for reliance on the information given. Users of mediation services are encouraged to pursue further research before selecting the IMI Certified Mediator, including contacting references and conducting an interview with the Mediator before making a selection.**