



# **MEANINGFUL INTERACTIONS**

## **Mindful Communication and Negotiation**

**Patrick Russell, Esq.**

**Florida Supreme Court Certified Civil Mediator**

M  
a  
r  
c  
h  
  
1  
  
2  
0  
2  
2

# Patrick Russell, Esq.

- Mediator / Arbitrator with Salmon & Dulberg
- Florida Supreme Court Certified Civil Mediator (2009)
- Chair – ADR Section of The Florida Bar (2021-2022)
- WIND Certified Umpire for appraisal of insurance claims
- Nearly 3 decades of legal experience:
  - Small and Big firm experience
  - Both Plaintiff and Defense work
  - Ethics Trial Lawyer for The Florida Bar



# Patrick Russell, Esq.

- Types of Cases:
  - Insurance Claims
  - Personal Injury
  - Premises Liability
  - Commercial and Contract Disputes
  - Real Estate and Condominium Associations



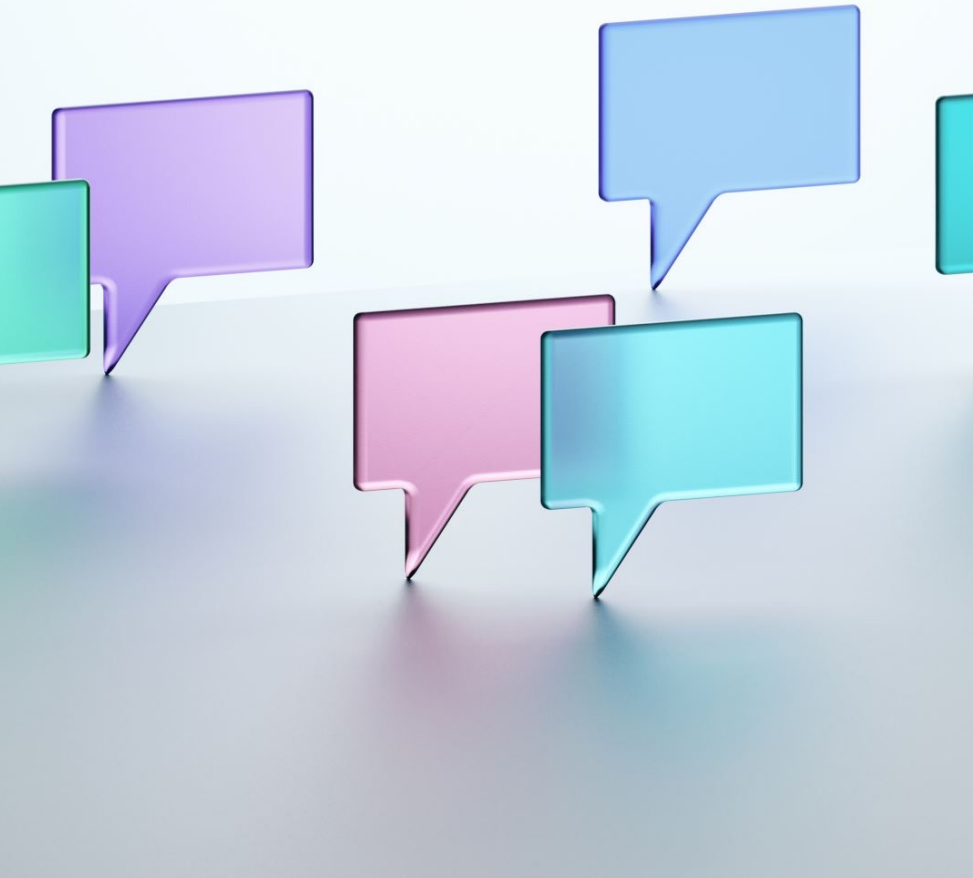
# DISCUSSION TOPICS

- **Intelligence and Emotional Intelligence**
- **The ways we communicate**
- **Are we negotiating?**
- **Meaningful Interactions By Being Mindful**
- **What is mindfulness?**
- **Benefits of mindfulness**
- **How to apply mindfulness in your everyday life**

# HOW WE COMMUNICATE

---

- **The Different Ways We Communicate**
- **Preferences and Strengths for Communication Styles**
- **Match Communication Styles to be more effective**



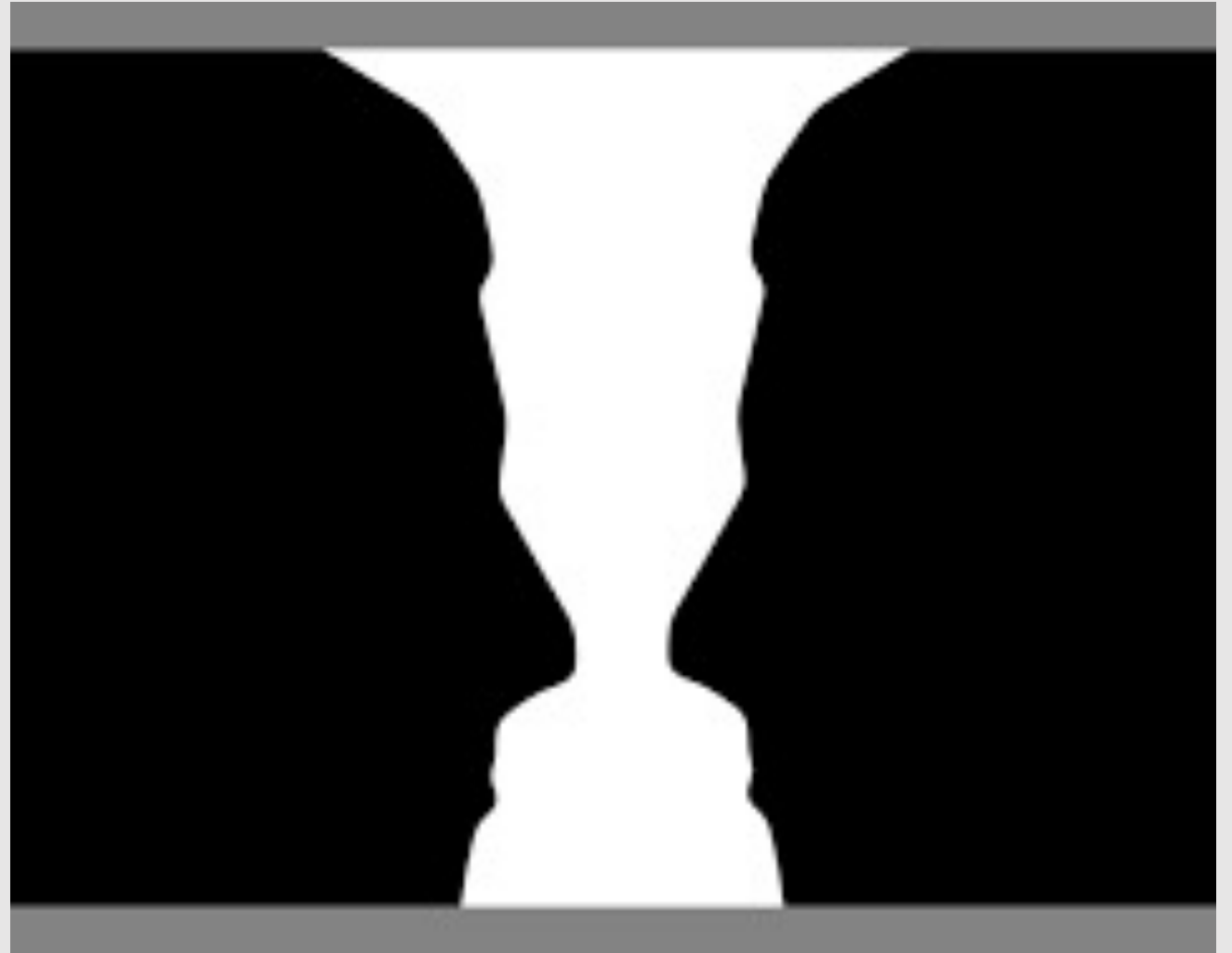
# ARE WE NEGOTIATING?

- **Who has negotiation experience?**
- **What is negotiation?**
- **The goal of negotiation**

# MEANINGFUL INTERACTIONS

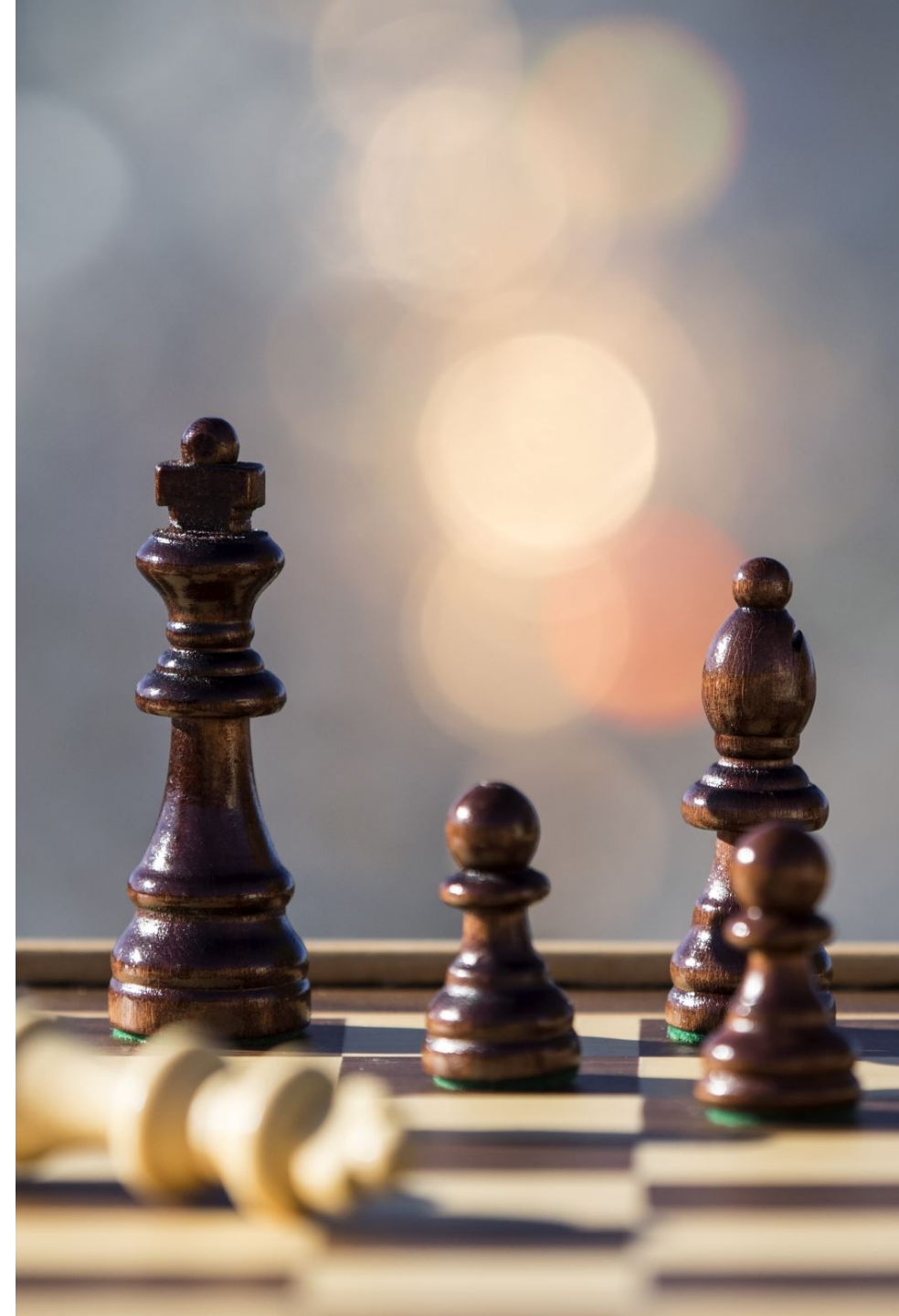
GETTING TO WE

CHANGE THE PERSPECTIVE



# TYPICAL INTERACTIONS

- Zero-Sum Game, I win you lose
- It is about me, not we
- Reactive
- Same legal arguments are rehashed
- Information sharing is limited
- Distrust
- Emotions can be a barrier
- No collaboration
- Hard to make informed decisions







# MEANINGFUL INTERACTIONS

- Intent is to solve a problem
- Intent is to learn something new
- Proactive
- Collaborative environment
- Build rapport and trust
- Honest sharing of information
- Joint problem solving
- Rationale decision making
- GETTING TO WE

# How to Have Meaningful Interactions

Adjust your mind



# Encouraging a Meaningful Interactions through Mindfulness

- Change in Perspective
- Like everything, it is a process
- Everyone can do it
- Four Simple Ways to apply Mindfulness:
  - Listening
  - Speaking
  - Acting
  - Empathy



# What is Mindfulness?

“Mindfulness is awareness that arises through paying attention, on purpose, in the present moment, non-judgmentally.” – Jon Kabat-Zinn



# Mindfulness Basics

- ▶ Intentional Non-Judgmental Awareness
- ▶ Paying attention, staying focused
- ▶ Being Present in the Moment
- ▶ It is not about “not thinking”





Mind Full, or Mindful?

---

# Awareness is the First Step for Mindfulness

- Distraction and Reaction are not Mindful states. Recognize these?
  - Multi-tasking
  - Interruptions
  - Over-stimulation (news sources, social media, etc.)
  - Emergency Mode: Always putting out the latest fire
  - Worrying about the past or the future
- Mindfulness is not elusive
  - You've probably done things mindfully before
  - You already know how to do this
  - We were mindful as children. Watch them play.
- Mindfulness is a state of being that can be brought on through practice
  - You don't have to be a monk living in a cave to be mindful
  - A gentle turning inward - patiently, curiously
  - With practice, over time, you can strengthen your mindfulness qualities



# Benefits of Mindfulness



LOWER STRESS AND  
ANXIETY LEVELS



LESS REACTIVITY  
AND MORE FOCUS



LESS JUDGMENT  
AND MORE  
CURIOSITY



MORE SHARING OF  
INFORMATION



MORE  
UNDERSTANDING



WILLINGNESS TO  
COLLABORATE



# How to Apply Mindfulness to Interactions

- ▶ Change your perspective for what you are trying to achieve.
- ▶ Set an intention for collaboration and problem solving
- ▶ Prioritize building rapport and trust
- ▶ Practice mindful/helpful:
  - ▶ Listening
  - ▶ Speech
  - ▶ Actions
  - ▶ Empathy

# BOOK RESOURCES

## MINDFULNESS

- 10 Percent Happier – Dan Harris
- The Power of Now – Eckhart Tolle
- Real Happiness The Power of Meditation – Sharon Salzberg

## ADJUST YOUR RESPONSE

- The Four Agreements – Don Miguel Ruiz

## DIFFICULT PEOPLE

- Never Split the Difference – Chris Voss

# Mindfulness Resources

University of  
Miami School of  
Law –  
Mindfulness in  
Law Program

<http://www.miamimindfulness.org/>

Professor  
Leonard Riskin

<https://www.leonardriskin.com/>

Meaningful  
Mediation Blog

<https://www.meaningful-mediation.com/mediation-blog>

# Salmon & Dulberg

DISPUTE RESOLUTION



Patrick Russell, Esq.

Telephone: (305) 608-2977

Email: [pr@meaningful-mediation.com](mailto:pr@meaningful-mediation.com)

[www.meaningful-mediation.com](http://www.meaningful-mediation.com)