



AAA Mediation.org™

## Ken Sterling

Century City, California

### Current Employer and Title

Santa Barbara | Los Angeles | San Francisco | Mediator & Attorney  
Also Available for Virtual/Zoom Mediations

### Mediation Profession

Attorney, Mediator, Entrepreneur

### Work History

Paralegal, Litigation Manager, Attorney, Mediator, Co-Founder of Companies.

### ADR Experience

Ken Sterling began his real estate 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 copious litigation matters. Ken interned with the Federal EEOC Enforcement Team and is currently involved with 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 is a researcher at the University of Southern California.

### Experience as Mediator

I have been involved in numerous cases as a principal, plaintiff, defendant, witness, attorney and mediator.

### Issues Handled as a Mediator

Family law (divorce, separation, pre-marital), Business and Corporate Matters, Employment Law and Real Estate Law. Often in California, family law mediation involves real estate and or business acumen to fully comprehend the nature of the marital economic community.

### Mediator Style and Process Preferences

Conflict is challenging and brings many aspects of impact to all involved. 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 - and this is why I am a proponent of mediation. Mediation allows the parties to find a resolution they participate in, and 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.

### Education Background

Undergraduate: B.A. in Communication and Applied Psychology from UC Santa Barbara  
Law School: USC Gould School of Law (LLM Program)  
Business School: MBA from Babson College  
Graduate: PhD in Education Leadership from UC Santa Barbara, MA in Communication from USC  
Mediation Certificate: USC Gould School of Law and MC3

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| <b>Acquired Professional Licenses</b>               | Attorney, Real Estate Broker, General Building Contractor  |
| <b>Professional Connections</b>                     | MC3, SCMA, Los Angeles Bar Association, California Lawyers Association   |
| <b>Recent Publications and Speaking Engagements</b> | Keynote speaker, author, columnist and published research on uncertainty reduction. Researcher at University of Southern California. |
| <b>Mediation Rate</b>                               | \$350 Per Hour   |
| <b>Languages</b>                                    | English  |
| <b>Locale</b>                                       | Century City, CA   |

The AAA’s Rules provide the AAA with the authority to administer a mediation including, mediator appointment, general oversight and billing. Accordingly, mediations that proceed without AAA administration are not considered AAA mediations, even when the parties select an mediator who is on the AAA’s Roster.

The information contained in this resume has been supplied solely by the individual mediator and may, or may not, be a complete recitation of their experience. The AAA assumes no responsibility for the content, completeness, accuracy, or reliability of the information contained in a mediator’s resume. If you have any questions about a mediator’s experience or background, you are encouraged to contact your case manager.

Mediators on the AAA Roster are not employees or agents of the AAA.