

# SIGNATURE

RESOLUTION



## MARK LOETERMAN, ESQ.

Mediator

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With more than 30 years of legal experience handling real estate, employment, contract and complex business disputes, Mark Loeterman, Esq. works with parties to find an effective solution everyone can agree to.

## BIOGRAPHY

Prior to his career as a mediator, Mr. Loeterman served as the general counsel to the Fred Sands Real Estate company and its affiliates in the brokerage, title, insurance, hospitality and radio industries. A full-time mediator since 2001, he continues to specialize in real estate, employment, contract and business litigation matters.

Mr. Loeterman approaches each case with meticulous preparation, a thoughtful decision-making process, and the tenacity that is critical to success, all with the goal of achieving the best possible outcome. He recognizes different ways to structure a potential deal, reflecting an evaluation of risks, opportunities, and in many instances, the insurance principles that can impact resolution.

Mr. Loeterman has taught, published and presented widely. He was a lecturer on contract drafting and negotiation at the USC Gould School of Law and has been a featured speaker at local bar and trade association events.

## EXPERIENCE

- Mark Loeterman Mediation, **Mediator** (2001-2018)
- Fred Sands Real Estate Company, **General Counsel** (1980-2000)

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## **ACHIEVEMENTS, AWARDS & MEMBERSHIPS**

- *California State and Federal Courts*, including the United States Supreme Court
- AV Rated by Martindale-Hubbell
- *Director, Secretary, and Chair of the Public Policy Committee*, Southern California Mediation Association

## **EDUCATION & TRAINING**

- *J.D.*, Southwestern Law School
- *B.A.*, UCLA, *cum laude*

## **PRESS**

- [“3 Legal Developments Calif. Real Estate Brokers Should Know” – Law360 \(October 29, 2019\)](#)
- [“California’s New Rules for Lawyers Move Closer to ABA Model” – Law360 \(September, 17 2018\)](#)
- [“Different Paths” – Daily Journal \(August 17, 2018\)](#)

## **CASE ADMINISTRATOR**

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