



## Mediation News

A Publication of the  
New Jersey  
Association of  
Professional  
Mediators

### Editor

Anju D. Jessani, MBA, APM

### NJAPM Officers

#### President

Marvin Schuldiner, MBA, APM

#### Immediate Past President

Carl J. Cangelosi, JD, APM

#### Executive Vice President

Anna M. Delio, Esq., APM

#### Vice President

Anna-Maria Pittella, Esq., APM

#### Treasurer

James Marlow, CFP, MSc, MDR, MBA, JD

#### Secretary

Risa Kleiner, Esq., APM

### NJAPM Directors

#### 2010-2013

Hon. Elaine Goldsmith (Ret.)  
Katherine Newcomer, JD

#### 2011-2014

Jerald Harvey, APM  
Donald Vanarelli, Esq., APM

#### 2012-2015

Andrew Smith, Esq., APM  
Nicholas DeMetro, Esq., APM

### NJAPM

80 Veronica Avenue  
Somerset, NJ 08873  
800-981-4800

E-mail: [inform@njapm.org](mailto:inform@njapm.org)

Website: [www.njapm.org](http://www.njapm.org)

Membership in NJAPM is open to all interested individuals with annual new member dues of \$100 prorated. The views expressed in this newsletter reflect the opinions of individual contributors and do not necessarily reflect the opinions of NJAPM. Please contact the Editor at [ajessani@dwdmediation.org](mailto:ajessani@dwdmediation.org) for permission to reprint articles, and for submission of manuscripts for publication. We reserve the right to edit copy submitted.

## Editor's Column

by Anju D. Jessani, MBA, APM



This issue of *Mediation News* marks the changing of the guard at NJAPM. Welcome NJAPM president Marvin Schuldiner, and thanks to Carl Cangelosi on a job well done. Marv has outlined other changes to the organization in his column.

This issue also marks the announcement of our annual conference. Conference co-chairs, Risa Kleiner and Pam Zivari, have planned a different and exciting format. California-based Woody Mosten, one of the nation's leading mediators and trainers, will conduct a full-day mediation training workshop. Woody's prior training for NJAPM held in 2005 was outstanding. This year, he will focus on both divorce and civil mediation. Please see page one of this newsletter for more information.

The NJAPM Ad Hoc Committee on the legal and ethical limits of New Jersey divorce mediation practice, has provided a summary of their report (see page 4). Whether you agree or disagree with their conclusions, it is evident that they have addressed some important issues. They welcome member dialogue. Please give them your feedback!

In addition to our regular columns and NJAPM news, NJAPM members Armand Bucci, Gail Evra, Edward Peloquin, and Linda Tancs, have submitted articles of interest. Thanks to everyone who contributed to this issue.

You will notice that we now including photos and author bylines with all articles. If you have a proposal for an article of 600-1200 words, please contact me at

[ajessani@dwdmediation.org](mailto:ajessani@dwdmediation.org).

This is also an election year. A colleague shared with me that she had lost a client after a discussion about politics revealed that she and her client did not share the same political affiliation. The client wrote her a lengthy email explaining why he no longer felt comfortable utilizing her services. While not every client is going to have such a dramatic reaction, this story begs the question on how does one navigate these waters.

Caitlin Nish, in her August 21 financial advisor blog on Dow Jones wealth addressed the issue of "Talking Politics with Clients" by interviewing a number of advisors ([www.financialadviserblog.dowjones.com](http://www.financialadviserblog.dowjones.com)). One advisor stated that he doesn't want to lie to clients, but makes a point of saying that he doesn't agree with every position on the party's platform. Another hides his own political views and discusses only the "potential outcomes of those issues" on a client's portfolio.

As with almost any question posed to mediators, there is usually no one right answer. Be prepared for the discussion and know in advance how you will respond — is about the best advice I can give.

I am excited to be back as editor of *Mediation News* for another year, and looking forward to your articles and opinions. I also hope to see you on November 17th at the conference and at our full schedule of activities planned for this year.

**Anju D. Jessani, MBA, APM**, served as NJAPM president from 2005-2007. Her practice, Divorce with Dignity Mediation Services has offices in Clinton and Hoboken. She can be reached at [www.dwdmediation.org](http://www.dwdmediation.org).