



<b>CEDR Accreditation:</b>	2017
<b>CEDR Panel:</b>	2019
<b>Languages:</b>	English
<b>Location:</b>	United Kingdom

## Peter Higgins

### Mediator and Qualified Therapist

*“Peter had an excellent understanding of the key issues. His persona and commercial approach significantly contributed to both parties ultimately reaching an agreed settlement.”*

*“Peter, using his ability to focus minds on the commercial realities of litigation, effectively mediated an excellent settlement in an acrimonious property dispute. I would highly recommend Peter.”*

## Overview

Peter has successfully mediated a wide range of private, civil, commercial and litigation in person disputes from points of principle to sums involving millions. He is CEDR accredited, a member of the CEDR UK Panel and a CMC registered commercial and workplace mediator. Since 2017 Peter has mediated a broad range of commercial disputes reflecting his broad experience as a CEO, MD and Commercial Director in corporate SMB business.

Peter has an energy and style that is focussed on ensuring parties are listened to and ultimately working towards reaching an agreement. He understands the landscape, pitfalls and consequences of parties proceeding to expensive, time consuming and impersonal litigation.

## Professional Background

Peter has a successful commercial business background spanning over 30 years working at Commercial Director, General Manager and MD level at both start up and corporate level, managing revenues up to \$250m. He has an excellent record in building board level, executive level, and operational level



relationships and has managed small to large teams. He understands the strategic and day to day operational challenges that businesses and their owners experience.

## Expertise

- Commercial Contracts
- Debt and Winding up Petition
- Commercial Landlord
- Employment and Workplace
- Franchise and White Label agreements
- Gambling
- High Profile Individuals
- Litigation in Person
- Media and Entertainment
- Partnership, Shareholder and Joint Venture
- Private Client
- Private Landlord
- Probate
- Professional Sports Athletes and Promoters

## Dispute Experience

Debt / Winding up petition: • Dispute between utilities company and retail body regarding unpaid billing and forthcoming winding up petition £400k. • Dispute between retail outlet and shop fitting suppliers parties for services unpaid to date over multiple new outlets £250k • Dispute between consultant and share options promise following deterioration in relationship £200k 3 • Dispute between UK Golf Complex and course services supplier for unpaid invoices due to supply dispute £125k • Dispute between Software Supplier and large UK Retail Manufacturer regarding unpaid invoices £250k.

## Personal Style

Peter has a natural intuitive ability to understand the key issues, the positions of each party and why parties are positioned where they are. He possesses an excellent commercial sense of what is required to reach a settlement. He will carefully challenge parties to ensure their 'positions' are reality checked and enables honest risk assessments as opposed to over-confident positioning. He encourages both parties not to agree, but to 'consider' positions from each side and the subsequent implications of not settling.

Peter does not have a set style, tailoring his approach to the personalities and the dispute at hand. He is, as clients will confirm, incredibly focussed on using the time to get clients focussed on reaching a 'reluctant compromise' and avoiding the time, expense and stress of pursuing a contested dispute further.

## Feedback

- Short, shrift and to the point; Peter ensures that the parties reach settlement while focussing on common goals. this is what ADR is designed to achieve".
- "We had an excellent experience working with Peter- personable, engaging with the right amount of persuasiveness, he was able to find a solution within a timeframe that was extremely short for the issues at hand. Would highly recommend".
- "Peter provided valuable help in achieving a settlement on a longstanding and sensitive case. He came across as being very personable and communicated well with the client, utilising his

knowledge and experience of the betting industry to help tackle some key issues and bridge the gap between the parties". • "Peter had an excellent understanding of the key issues. His persona and commercial approach significantly contributed to both parties ultimately reaching an agreed settlement."

- "Peter's extensive industry knowledge and his experience, and his practical approach to mediation, guided the parties to a successful outcome."
- "Would certainly recommend and use again."
- "Handled the mediation well, liked his approach and style and would recommend him."
- "Peter was absolutely fantastic in his role as a mediator. He managed the process expertly between both parties and worked hard to get this dispute settled. He deserves a massive amount of credit. We will certainly be using his services again when required."
- "I'd also like to thank you for facilitating a successful conclusion; perhaps your initials should stand for 'personable and helpful' or maybe 'pragmatic and hortative'! Your relaxed demeanour and grasp of the issues in the case was also an important factor in enabling us to reach a settlement. 7
- "I was very impressed with Peter's commitment to achieving a settlement. He kept the parties focused and maintained momentum whenever they were drifting apart. I will certainly be recommending his services in the future."
- "Peter has an ability to understand the dynamics and interests of the various parties and looks not only at the moving parts between those involved but also at a structured way forward to find potential settlement areas not considered previously."

