

**From:** Greg Pashley  
**Sent:** Tuesday, 2 February 2016 8:30 AM  
**To:** Matthew Bransgrove  
**Subject:** Mediation

Dear Matthew

Thank you very much. Your performance in the mediation yesterday was nothing short of brilliant. An excellent result, I cannot believe that they settled for less than we originally offered them.

Your arguments in the impressive Position Paper were a masterstroke. Their solicitor was visibly put off and began his presentation by attacking our position rather than laying out his argument. A very basic and, in his case, fatal mistake.

Your time management was inspired. By carefully delaying our responses you stretched out the process closer and closer to 5pm. Faced with the very real possibility of no agreement, the other side blinked first. At 1640 you moved us out into the corridor thus giving them the impression we were on the point of walking away from the deal.

You proved to be your opponent's legal and intellectual master. He became flustered and undisciplined.

A virtuoso performance!

Thanks again

Greg Pashley