

with a representative of the carrier with full authority to negotiate up to the limits of coverage. 1 2 Personal attendance of a party representative will rarely be excused by the Court, and then only upon 3 separate written application demonstrating substantial hardship served on opposing counsel and 4 lodged as early as the basis for the hardship is known but no later than the Settlement Conference 5 Statement.

Each party shall prepare a Settlement Conference Statement, which must be LODGED with the undersigned's Chambers (NOT electronically filed) no later than fourteen (14) 8 calendar days prior to the conference. Please 3-hole punch the document at the left side.

9 The Settlement Conference Statement need not be served on opposing counsel. The parties 10 are encouraged, however, to exchange Settlement Conference Statements. If Settlement Conference 11 Statements are exchanged, any party may submit an additional confidential settlement letter to the 12 Court not to exceed three (3) pages. The contents of this confidential settlement letter will not be 13 disclosed to the other parties.

14 The Settlement Conference Statement shall not exceed ten (10) pages of text and twenty (20) 15 pages of exhibits and shall include the following:

> 1. A brief statement of the facts of the case.

17 2. A brief statement of the claims and defenses including, but not limited to, statutory or 18 other grounds upon which the claims are founded, and a **candid** evaluation of the parties' likelihood 19 of prevailing on the claims and defenses. The more candid the parties are, the more productive the 20 conference will be.

21 3. A list of the key facts in dispute and a brief statement of the **specific** evidence 22 relevant to a determination of those facts.

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A summary of the proceedings to date and any pending motions.

24 5. An estimate of the cost and time to be expended for further discovery, pretrial and 25 trial.

> 6. The relief sought, including an itemization of damages.

27 7. The party's position on settlement, including present demands and offers and a history 28 of past settlement discussions. The Court's time can best be used to assist the parties in completing

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their negotiations, not in starting them. Accordingly, Plaintiff(s) must serve a demand in writing no
 later than fourteen (14) days before the conference and Defendant(s) must respond in writing no
 later than eight (8) days before the conference. The parties are urged to carefully evaluate their case
 before taking a settlement position since extreme positions hinder the settlement process.

5 Settlement Conference Statements may be submitted on CD-ROM with hypertext links to
6 exhibits. Otherwise, the portion of exhibits on which the party relies shall be highlighted.

7 It is not unusual for the conference to last three (3) or more hours. Parties are encouraged to
8 participate and frankly discuss their case. Statements they make during the conference will not be
9 admissible at trial in the event the case does not settle. The parties should be prepared to discuss
10 such issues as:

1. Their settlement objectives.

2. Any impediments to settlement they perceive.

13 3. Whether they have enough information to discuss settlement. If not, what additional14 information is needed?

4. The possibility of a creative resolution of the dispute.

The parties shall notify Chambers immediately at (415) 522-3691 if this case settles prior to
the date set for Settlement Conference. Counsel shall provide a copy of this order to each party who
will participate in the conference.

IT IS SO ORDERED.

21 Dated: April 3, 2009

CA

UNITED SEPH C. SPERO United States Magistrate Judge