

## MEDIATOR: SARAH FAULDER

SPCP accredited mediator and a member of the Civil Mediation Council

**Sarah Faulder** is a co-founder of BetterWay Mediation, established as a mark of her commitment to mediation as the most expedient and cost effective means of resolving disputes. She draws on her extensive experience of copyright, music business and related regulatory issues at both a local and international level.

Sarah spent her early career as a solicitor in private practice where she both negotiated a broad range of media related agreements and litigated infringement and royalty audit claims, contractual and other disputes.

Later, as a senior executive in the music industry, she played a significant international role during a period of online business transition, which included regulatory lobbying in Brussels and Whitehall as well as a spell in Paris representing copyright royalty collecting societies throughout the world. She now leads a UK based publishers' society.

Sarah actively encourages mediation, having witnessed all too often the negative impact of lengthy litigation on the parties to a dispute. She has also seen individuals paralysed into years of inactivity, with neither side being able effectively to move on for fear of the risk of losing and of the escalating costs of proceeding.

A further reason Sarah favours mediation is that there is no losing party, an important factor in creating an environment for constructive ongoing relationships and particularly important where conflicted parties must continue to co-exist, for example in a small business sector or where children are involved.

Sarah uses her natural and acquired mediation skills in areas such as intellectual property based disputes (including those involving parties in different jurisdictions), contractual disputes, commercial disputes, audit claims, family/divorce and domestic disputes.

Sarah was admitted as a solicitor in 1982 and was a partner for 10 years in Taylor Joynson Garrett (now Taylor Wessing) before moving into the music industry in 1997 and latterly into the publishing sector. She is an SPCP accredited mediator and a member of the Civil Mediation Council.

**Betterway's** partners, Sarah Faulder and Tina Vadaneaux, bring together their complementary experience in copyright and finance to provide a team of trusted and impartial mediators particularly well suited to mediating music industry disputes, whether UK based or crossing borders. They are able to tailor the mediation process to suit the individual circumstances of the parties and of each dispute.

*"After nine months of unpleasant exchanges and legal fees, we were no further forward in our negotiations.*

*The constructive environment you created allowed us to settle this long-standing dispute within one day."*

Visit [www.betterwaymediation.co.uk](http://www.betterwaymediation.co.uk) for further information.

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To use the MPA mediation service please contact Sarah Cooke ([scooke@mpaonline.org.uk](mailto:scooke@mpaonline.org.uk)) at the MPA office.