



# **Can't Get No Satisfaction**

**Strategies for Fair Settlements**

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# Discussion Points

**Priorities**

**1**

**Pitfalls**

**2**

**Creativity**

**3**

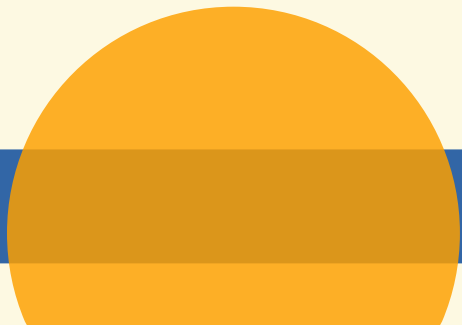
**Civility**

**4**

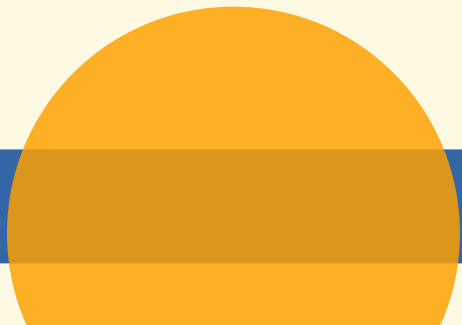
An abstract graphic design featuring a light cream background. On the left, a thick green line starts horizontally, curves 90 degrees down, and then continues horizontally. A solid orange circle is positioned to the left of the first curve. A small black dot is on the green line at the top of the first curve. A thick blue line starts horizontally from the right, curves 90 degrees down, and then continues horizontally, overlapping the green line. A second small black dot is on the green line at the top of the second curve. In the top right corner, a thick red line starts horizontally and curves 90 degrees down. The text 'Priorities & Positions' is centered on the right side in a bold, black, sans-serif font.

# Priorities & Positions

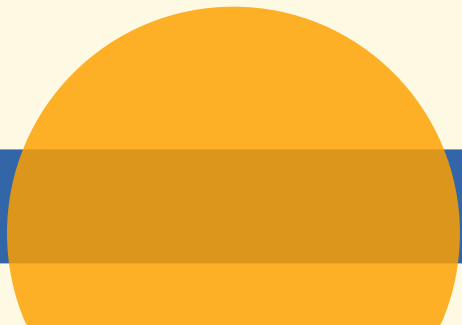
**Why should we  
settle?**



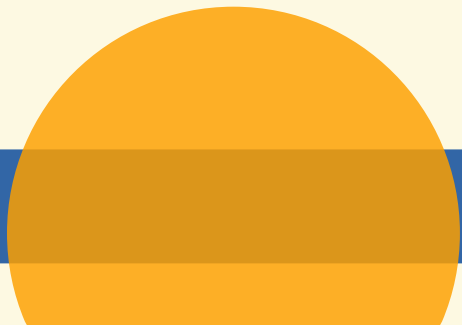
**Identify the strengths and weaknesses of all of the evidence in the record.**



**Assess your  
reality.**



**Start a  
conversation.**



# Timeline of Opportunities

- **When assessments are published**
- **During and after the BOR hearing**
- **After appellant files to PTAB**
- **When you submit your evidence to PTAB (start a conversation and send a courtesy copy to other parties)**
- **Once all evidence is submitted to PTAB is available to all parties and Appellant's rebuttal deadline begins**
- **After appellant's rebuttal is submitted (if any)**
- **When the hearing is scheduled**

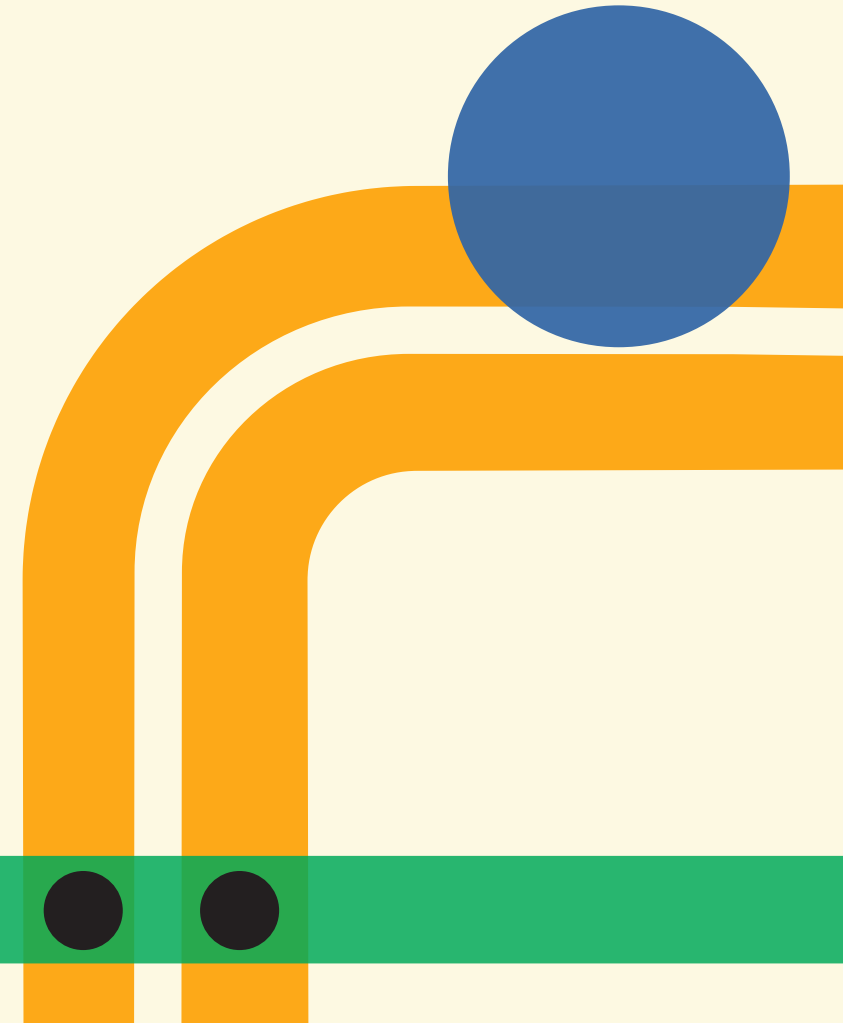
**Paper your  
agreement.**



The image features a light cream background with several abstract, thick, rounded lines. A red line starts at the top right and curves down and left. A green line starts from the left edge, curves down and right, then continues horizontally. A blue line starts from the bottom edge, curves up and left, then continues horizontally, overlapping the green line. An orange circle is positioned on the left side. Two small black dots are placed on the green line: one at its upper curve and one at its right end.

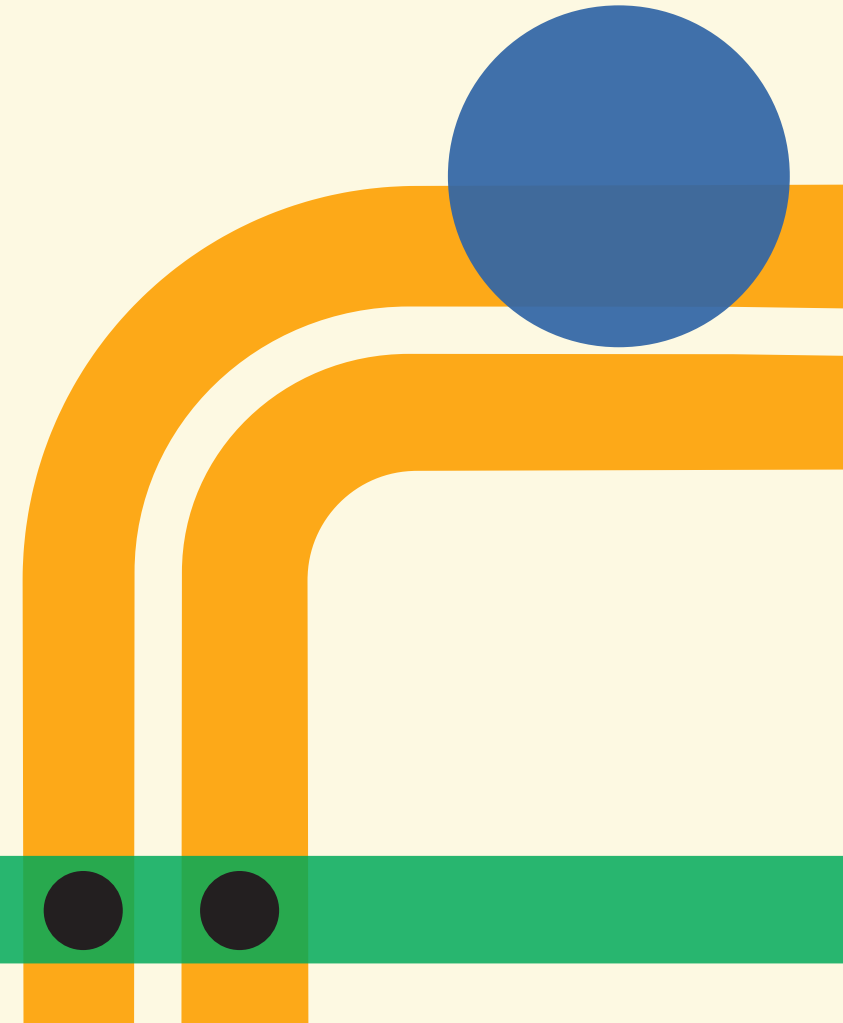
# Settlement Pitfalls

**There is no  
presumption the  
assessment is  
correct.**

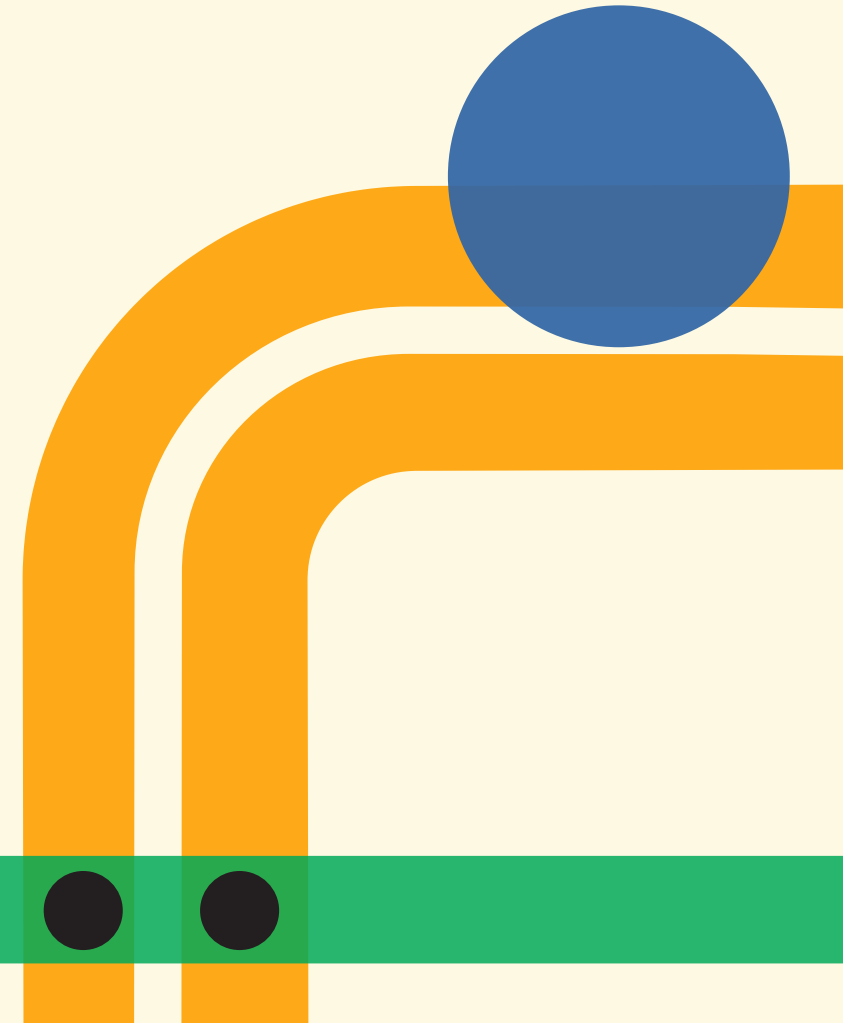


# STANDARDS OF PROOF

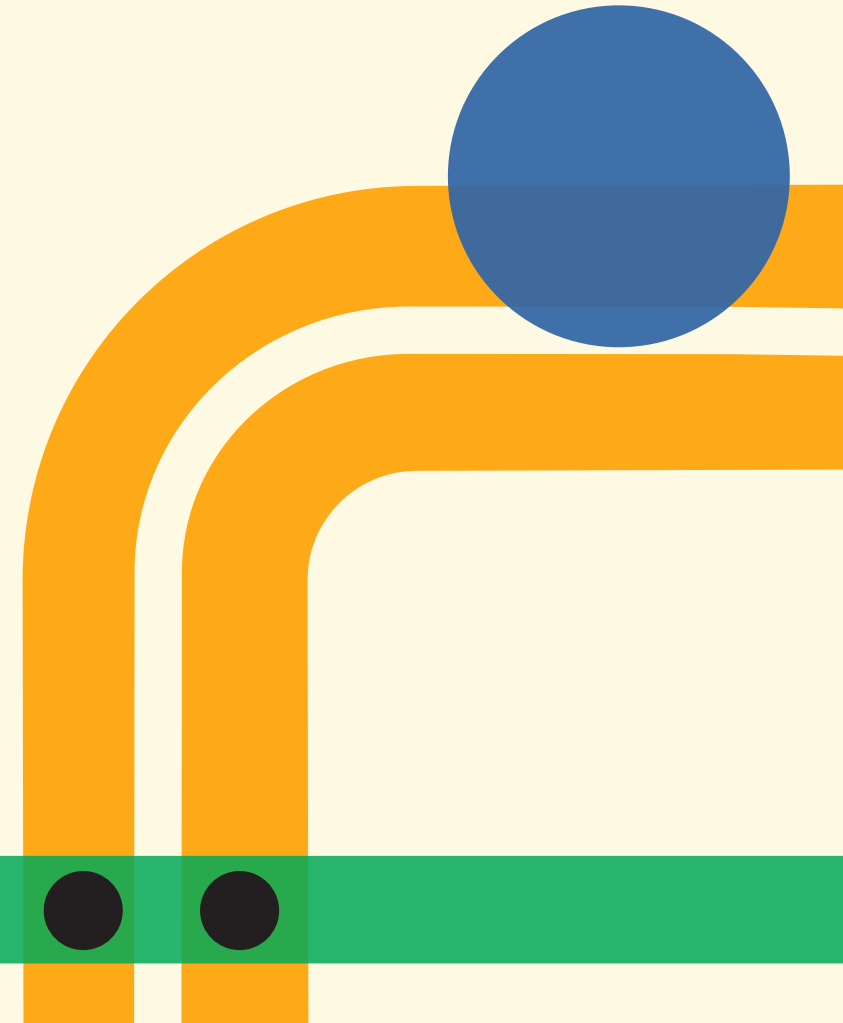
from high to low



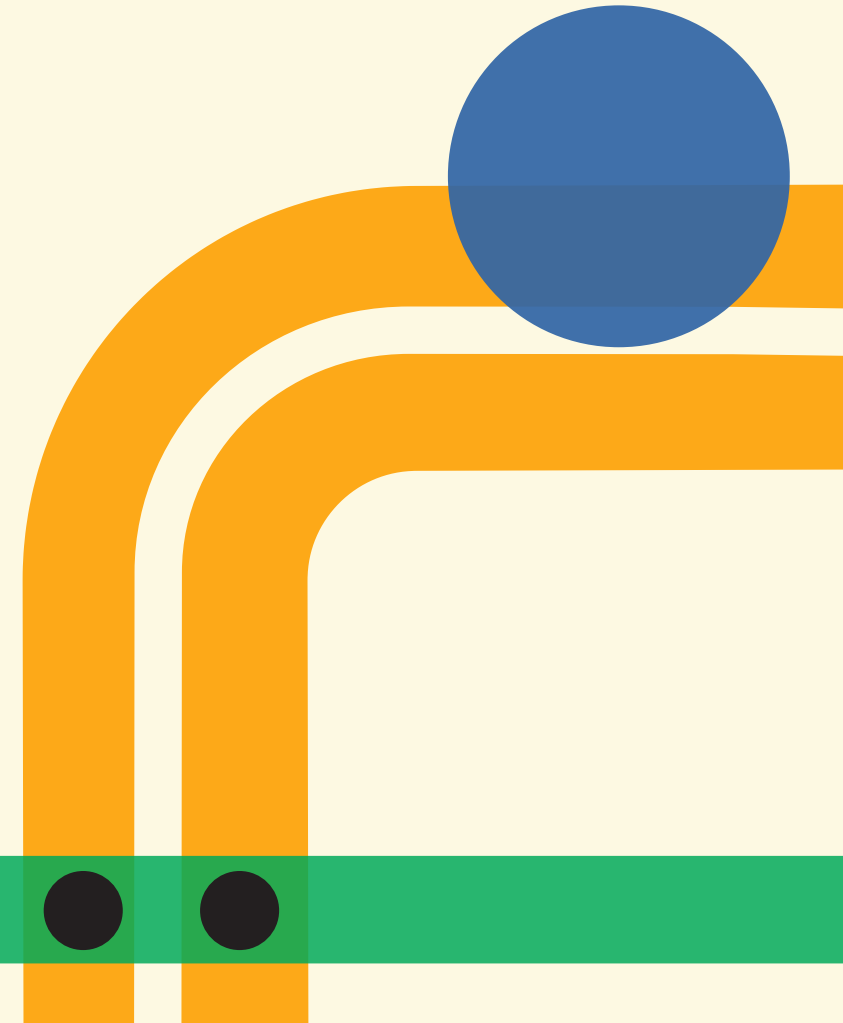
**Don't let a  
technicality derail  
settlement.**



**Offers can change  
and not always for  
the better.**



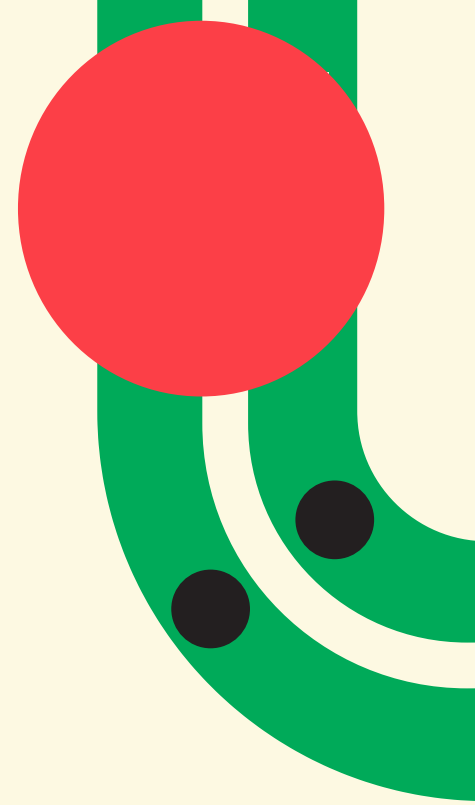
**The point of the  
process is not  
recreation.**



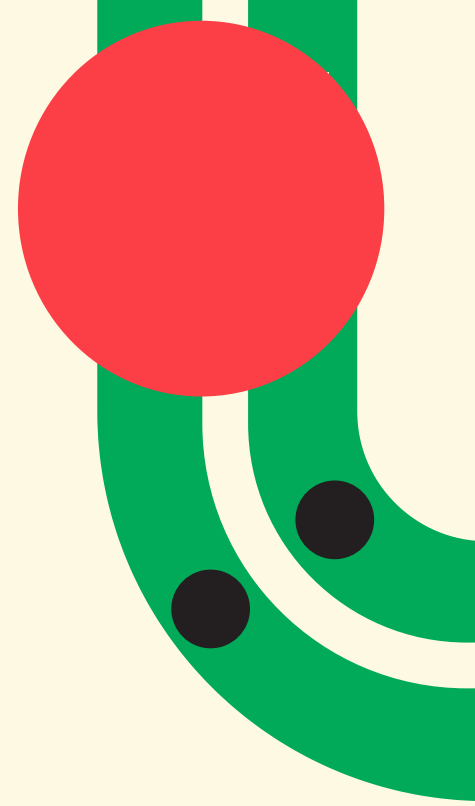
The image features a light cream background with several abstract, thick, rounded lines in green, blue, and red. A green line starts from the left, curves down, and then continues horizontally. A blue line starts from the bottom, curves up, and then continues horizontally, overlapping the green line. A red line starts from the top right and curves down. There are two solid black dots: one on the green line and one on the blue line. A solid orange circle is positioned on the left side of the image.

# **Creative Settlements**

**Settlement, like  
valuation, is an  
art, not a science.**



**What creative  
strategies have  
you used to  
settle?**



The image features a minimalist, abstract design on a light cream background. A thick green line enters from the left, curves downwards, and then continues horizontally. A blue line enters from the bottom, curves upwards, and then continues horizontally, overlapping the green line. A red line enters from the top right, curves downwards, and then continues horizontally. An orange circle is positioned on the left side, and two small black dots are placed on the green line. The word "Civility" is written in a bold, black, sans-serif font in the center-right area.

# Civility

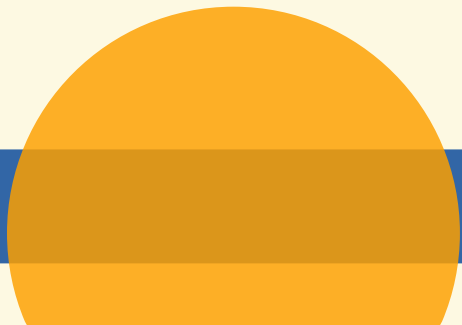
**Reasonable  
people can  
disagree  
respectfully.**



**Be passionate,  
but try not take it  
personally.**



**We are going to  
see each other  
again.**



The image features a minimalist, abstract design on a light cream background. On the left, a thick orange line forms a vertical stem that curves into a large, rounded 'U' shape at the bottom. Two thick red lines cross the orange stem from the left, extending horizontally and then curving upwards and to the right. A small black dot is positioned at the intersection of the lower red line and the orange stem. On the right side, a thick red line forms a vertical stem that curves into a large, rounded 'J' shape at the bottom. A small black dot is located on the upper part of this red stem. A large, solid green circle is positioned at the bottom left of the 'J' shape, overlapping its curve.

**Thank  
you**