



Peter Higgins

CEDR Accreditation:	2017
CEDR Panel	2019
Languages:	English, Spanish (entry)
Location:	United Kingdom

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Client Feedback

Overview

Peter is a full-time commercial mediator who has settled workplace and commercial disputes from points of principle to sums involving millions. He is CEDR accredited, a member of the CEDR UK Panel and a CMC registered 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 work towards reaching an agreement. He understands the landscape, pitfalls and consequences of parties proceeding to expensive, time consuming and impersonal litigation.

He has a natural intuitive ability to understand the key issues, the position of each party and why they 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 this enabling honest risk assessments as opposed to over-confident. He enables both parties to look at the position from the other side.

The experience has been gained following a varied international career working as a General Manager and Commercial Director for large internet betting companies and running his own betting business. All roles required leadership, commercial acumen along with communication and diplomacy skills for both work and external clients.



Peter is a true Commercial Mediator and has a high Settlement Agreement rate supported by a number of positive testimonials from mediation parties and their legal representatives.

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 established 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 need to manage.

Expertise

- Commercial Contracts
- Commercial Landlord
- Debt
- Employment Workplace
- Franchise
- Gambling
- High Profile Individuals
- Media & Entertainment
- Partnership, Shareholder and Joint Venture
- Private Landlord
- Probate
- Sports

Dispute Experience

Commercial Contracts:

- Dispute between a professional football club and a key event day supplier regarding service issues
- Highly charged dispute between a respected private client and a leading UK funeral provider relating to the deceased's lost ashes
- Acrimonious dispute between an accounting firm and a media known private client over unpaid fees due to disagreement regarding performance of work undertaken and executed.

Commercial Landlord:

- Multiple disputes between tenants and owed rent to landlord
- Multiple disputes between tenants and breach of termination clauses covering dilapidation or attempts to terminate early

Debt:

- Dispute between retail outlet and shop fitting suppliers parties for services unpaid to date over multiple new outlets
- Dispute between consultant and share options promise following deterioration in relationship

Employment & Workplace:

- Multiple disputes between employees and direct reporting manager(s)
- Multiple engagements by HR Directors of various companies for similar disputes
- Dispute between senior university heads and ongoing issues with styles of communication.

Franchise:

- Dispute between retail outlet and break of franchise clauses by launching solo with future outlets

Gambling:

- Dispute between leading International Betting Brand and private client high over jurisdictional border laws £3.5m.
- Dispute between international brand and private client regarding affordability and net losses over a 5-year period £500k
- Dispute between international brand and private client over a retail winning bet dispute 6 figures £100k
- Dispute between international brand and private client regarding affordability and net losses over a 2-year period £200k

High Profile Individuals:

- Very comfortable dealing with media and high-profile individuals who require the absolute in discretion.

Media & Entertainment:

- Dispute between high profile media brand and a high-profile presenter regarding leaving for competitor.



- Dispute between media brand and exclusivity of sports streaming rights for radio commentaries

Partnership, Shareholder and Joint Venture:

- Dispute between major shareholders and board regarding direction of business during a challenging period
- Dispute between board and shareholders regarding major acquisition targets and impact on business
- Dispute between shareholders regarding sale of a hotel versus treating as an ongoing viable business £1m

Private Landlord:

- Multiple disputes between tenants and owed rent to landlord or issues regarding keep of property

Probate:

- Co-Mediator with dispute regarding allocation of assets £1.2m

Sport:

- Dispute between professional athlete and Promoter regarding exclusivity contract breach and associated damages.
- Dispute between professional football player, agent and club regarding breach of release clause and associated damages
- Dispute between shared ownership of horse and associated contractual returns of revenues from horse winnings
- Dispute between professional darts player and contractual sponsorship rights regarding positioning of tournament and personal sponsorship logos to a televised audience
- Dispute concerning shareholder disagreements at board level of a professional Football Club regarding future direction on and off pitch

Personal Style

Peter has a unique style that's lends itself to managing various mixes of personalities and characters including 'difficult' and 'eccentric' individuals. Ranging from private company owners, corporate



CEO's, corporate chairpersons to individuals in the media spotlight through to multi layers of management in corporate and private companies.

Outstanding mediation and interpersonal skills shown when carefully listening to all parties involved in a dispute to understand underlying issues.

Thorough pre-mediation preparation. Speaks to all parties, builds a rapport on the day with the parties and focuses on key issues, securing a level of cooperation from the outset.

Proactive communication abilities proven during regular professional dealings with high net worth, high profile, and multi-cultural people. Equally comfortable when interfacing directly with the CEO of a major corporation or with a challenging entrepreneur.

A strong negotiator who maintains optimal standards and strives for excellence, providing outcomes that are mutually beneficial.

Feedback

- “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.
- “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.”

