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# Julian Donnelly

*ACI Arb AABRP MCICM*

## Mediation Profile

January 2018

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### **About Julian**

Julian provides Civil and Commercial mediation with a particular specialism in debt, insolvency, banking and finance. He is also a debt counsellor and debt adjustor which involves providing debt advice to businesses and individuals and walking them through the solution (James Rosa Associates Ltd are authorised and regulated by the Financial Conduct Authority FRN 665061).

Julian spent 9 years at a major high street bank and then moved to gain a wide variety of corporate experience in different sectors. At the end of 2009, Julian decided to start his own firm and James Rosa Associates Ltd was founded in October 2010. Prior to attaining his mediation accreditation, the bulk of Julian's work involved negotiating settlements on behalf of his clients with their creditors (this includes all types of bank debt, trade creditors, HMRC, and a lot of work with directors personal guarantees - to name but a few) as well as getting involved in formal insolvency processes.

### **Mediation Style and Approach**

Julian is known for his relaxed and approachable demeanour which puts those around him at ease. His extensive negotiation experience gives him the ability to look objectively at opposing viewpoints and quickly get to the root cause of the dispute. He is highly empathetic which allows him to communicate efficiently and effectively with all manner of participants and their representatives whilst maintaining his professional neutrality at all times.

As a company owner/director, Julian is all too aware of how businesses operate and the day-to-day challenges that are faced. As a debt counsellor/adjustor, he all too often sees what happens when a settlement cannot be reached which provides him with a somewhat unique perspective which he uses to great effect when working with participants to find a solution.

### **Areas of Expertise**

Insolvency

Consumer Credit

Banking and finance

Company and shareholder disputes

Partnership disputes

Commercial contracts

Costs disputes

Land and property claims

Employment (not workplace)

Matrimonial (not family)

### **Credentials**

Associate of the Chartered Institute of Arbitrators (ACI Arb)

Associate of R3, the Association of Business Recovery Professionals (AABRP)

Member of the Chartered Institute of Credit Management (MCICM)

Member of Mensa

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Link to Clerksroom Profile: <https://www.clerksroom.com/profile?type=mediators&fl=&pid=2201>

Civil Mediation Council registration: <http://www.civilmediation.org/member/donnelly-julian/1456/>

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