

Donald R. Smith grew up in the Midwest area of the USA. He worked construction during summer months and during semester breaks from college. Don worked his way up from laborer, carpenter assistant to site supervisor before his graduation from college. This experience gave him practical knowledge of inventory control, job estimating and costing. He received a B.B.A. Degree in business management and economics from Kent State University in Kent, Ohio.

After college Don began his professional career with Thomasville Furniture Industries as a sales representative. Thomasville Furniture at that time was a division of Armstrong World Industries, home/office furniture and kitchen cabinets. Don earned his ASID certification and was promoted to regional sales trainer for the southwest region.

Don continued his education by taking management, production, negotiation courses and received several certifications. He also continued his post college formal studies and earned his MBA and PhD Degrees from LaSalle University in Philadelphia, PA.

Dr. Smith is certified by the Florida Supreme Court as an Alternative Dispute Resolution Mediator for County, Circuit/Civil, Construction, Environmental, Family, Healthcare and Workplace disputes.

He is certified by the Florida Supreme Court as an Advanced Arbitrator.

He is HUD certified foreclosure and homeownership counseling.

Certified Guardian by National Guardian Council.

F.I.N.R.A. certified arbitrator and mediator.

[Series 6/63 certified - not current].

ASID certified - not current.

MIRC - lean manufacturing certified.

Certified Senior Business Coach by International Coaching Federation.

C.D.R.S. Certified construction arbitrator/mediator

WindStorm Insurance Network certified umpire/neutral

Dispute Resolution Board Foundation certified neutral

Dr. Smith is a member of the following organizations: Florida Academy of Professional Mediators, Florida Medical Quality Assurance Association, Florida Agricultural Mediation/Arbitration Service, Workplace Mediation/Arbitration Association, F.I.N.R.A. Mediation/Arbitration,

Collins Center for Public Policy, WindStorm, Construction Dispute Resolution Service and Dispute Resolution Board Foundation.

Dr. Smith has mediated and arbitrated disputes in the Bahamas, Norway and United States. He has mediated and arbitrated mainly in the Southeastern US for the past five years. He has been recognized as an outstanding mediator by the Fifth Judicial, Sixth Judicial and Tenth Judicial Circuits of Florida in 2006, 2007, 2008, 2009.

Don advises and critique's at the University of South Florida Department of Alternative Dispute Resolution and has been selected by the Florida Office of State Court Administrator to assist in training and critiquing.

Don has mediated and arbitrated builder/buyer, labor [ union/ non-union] management, contractor/subcontractor, discrimination and sexual harassment disputes.

### **Testimonials:**

“ Dr. Smith is definitely the best mediator I have had the pleasure of meeting with - very smart, very receptive and able to keep the parties on track not wasting time” Ocala plaintiffs' lawyer with a very prominent law firm.

“I can't say enough about Don Smith as a mediator. His commitment and dedication shown in his service to the Fifth Judicial Circuit as a senior mediator is unsurpassed” - Court Administrator, Fifth Judicial Circuit Florida.

“ When we began this mediation I believed there was a less than 20% chance of reaching a settlement. Dr. Smith was tireless, prepared and he challenged the evidence and legal reasoning of both sides. Dr. Smith is probably one of the most insightful and creative mediators I have had the experience of working with” - 20 year solo practitioner with a wide array of plaintiff and defense work.

“ I had a very difficult case with multiple defendants, complex coverage issues and a irrational plaintiff with unreasonable expectations. I definitely thought it would go to trial. Don Smith listened, he perceived the obstacles to resolution, he shared experiences with the plaintiff to develop rapport. Don did everything necessary to achieve settlement. His services were a bargain. We were able to reach a settlement” - plaintiff attorney Pasco County Florida.

“ Don, Once again, you did a fantastic job facilitating settlements in the Dependency Dispute Mediations. I truly value the skill set that you bring to the mediation table. Don, you have the patience of Job, the judgment of Solomon and the persistence of the Devil” - Family/Dependency Judge Sixth Judicial Circuit Florida.

“ Dr. Smith, I just wanted to express my appreciation for your mediation services last week with respect to [ our multi-million dollar insurance coverage dispute ]. You were one of the most effective mediators I’ve experienced and I’ve been through quite a few mediations as an in-house attorney. We are thankful to have this matter behind us and again appreciative of your effective services” - General Counsel for multi-million dollar Bahamas Corporation.

### **Professional Background:**

**Doppler and Newton, Inc.,** Spring Hill, Florida - 2004 to present  
President, Mediation, Arbitration, Business Consulting Firm.

**Brittany Group, USBP Division,** Deerfield Beach, FL 1997 to 2004  
Executive VP/Director Business Development [1997 to 2004],  
Holding Company  
Part time instructor at Schiller International University

**BTC, Inc.,** New Braunfels, Texas 1993 to 1997  
Executive VP/National Sales Manager,  
Cabinet Manufacturer and home builder.  
Part time instructor at University of Incarnate Word and Webster College,  
San Antonio, Texas.

**Sierra Group, Wallace Leisure Division,** Philadelphia, PA  
1986 to 1993  
National Sales Director, Furniture Manufacturer and cabinet mfg.

**Thomasville Furniture Industries**, Thomasville N.C., 1972 to 1986  
Furniture and Kitchen/Bath Cabinet Manufacturer  
Regional Sales Trainer 1979 to 1986 [ASID certified/not current]  
Sales Representative 1972 to 1986

**EDUCATION:**

LaSalle University, Philadelphia, PA - PhD Degree

LaSalle University, Philadelphia, PA - M.B.A. Degree

Kent State University, Kent, Ohio - B.B.A. Degree