

Keys to Building Your Collaborative Practice



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Introductions

Francesca King: avvocato; Milan, Italy; IACP President-Elect

Susan Hansen: Lawyer/Mediator; Milwaukee, WI, US

Casey Holtz: Psychologist; Milwaukee, WI, US

Participant Interviews and Feedback

- Name, practice-profession/interdisciplinary, location
- Why are you here?
- What do you want your practice to look like in one year?
- What is getting in the way of you getting Collaborative cases?





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| <p>PERSONAL UNDERSTANDING AND COMMITMENT</p> | <ul style="list-style-type: none">• What is Collaborative to you?• What is the value for clients?• Do you have understanding, belief in value, passion?• You can't sell what you don't buy! <p>—</p> |
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Personal and Professional Identity:

- Am I Collaborative?
- Do I behave collaboratively?
- How do I demonstrate I am a Collaborative Professional?
- Intersection with other areas of practice: Mediation-Limited Scope-Litigation

Building Your Collaborative Practice

- Starts with you
- What is your vision of Collaborative Practice--what is essential vs. flexible
- New ways to communicate with clients
- What does teamwork mean

Training

Introductory and ongoing learning
(Not a guaranty or provider of cases)

INITIAL CLIENT CONTACTS:

FIRST OPPORTUNITY TO BEHAVE COLLABORATIVELY

OPENING THE DOOR AND ASSURING UNDERSTANDING

WHAT IS YOUR INTAKE PROCESS?

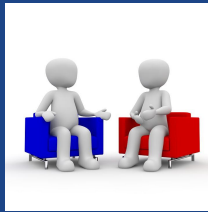


Ideas on intake process:

Client call with office staff

Personal phone call

Client consultation meeting



CLIENT CONSULTATION MEETING

Listening!

Process continuum--explain all options every time

Discuss their individual goals and family needs

Tools/handouts

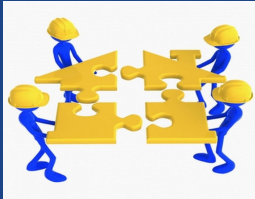
Outreach to spouse

Assessing Your Effectiveness:

- "Structured" self-reflection (Milan tool)
- Practice and discussion with others
- Ask clients



Building Professional Relationships





ORGANIZATIONS-PRACTICE GROUPS

VALUE OF GROUPS

Build relationships, trust, and teamwork

Training

Ongoing learning and case discussions

Organizational support for outreach

Shared tools for outreach-to clients and the public

The image shows three promotional cards for collaborative law and mediation services. The left card is for Collaborative Law, featuring a child's face and the text "No Court. No Casualties." and "The Collaborative Family Law Center of Worcester, Inc. is a statewide association of lawyers, mental health professionals, mediators, arbitrators who work together to learn, practice and promote a collaborative process of problem solving and peaceful resolution of family law issues." The middle card is for AIADC (Associazione Italiana Professionisti Collaborativi), featuring a child's face and the text "Pratica alla esperienza e al diritto, in una rete professionale dell'Europa. Ci deve essere un modo migliore." and "AIADC è un'associazione di avvocati, commercialisti ed esperti in relazioni familiari. L'obiettivo è promuovere un nuovo modo di risolvere i conflitti familiari, che metta al centro le parti e i loro interessi." The right card is for Pratica Collaborativa, featuring a child's face and the text "Nessuna Guerra. Nessun Ferito" and "AIADC è un'associazione di avvocati, commercialisti ed esperti in relazioni familiari. Il cui scopo è promuovere un nuovo modo di risolvere i conflitti familiari, che metta al centro le parti e i loro interessi." Each card includes the logo for Collaborative Law or AIADC/Pratica Collaborativa.

Collaborative Value of Interdisciplinary Relationships



Cross-professional presentations

Team referrals

Child specialist presentations

Community Connections

Community education--in-person, online

Interdisciplinary relationships



Key contacts: current referral sources, mental health professionals, financial professionals (CFP, CPA), mediators, child/family organizations and publications

Ideas for Building Your Collaborative Practice

- Clarify your vision of Collaborative Practice and your personal and process value
- Create a plan with clear tasks and achievable goals with a timeline
- Develop an effective website that clearly conveys who you are and the practice you want
- Reach out to all current and ongoing referral sources
- Build an interdisciplinary network
- Review and revise your initial client contact and consultation process
- Participate in your practice group and IACP-- explore/develop/share resources
- Focus on a client-centered process in which you learn your client's interests/goals, team with them, and deliver value



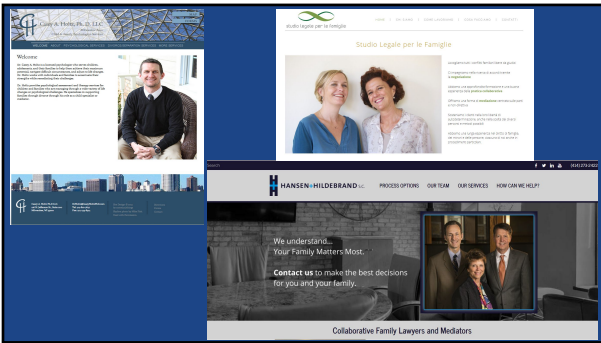
Other Tools

Website development

Social Media; Online Tools

Presentations

Articles, Handouts



What will you do differently?

"If you always do what you always did,
you will always get what you always got."
