**THE TRAINING IS OVER - NOW WHAT?**

**HOW DO NEW COLLABORATIVE PROFESSIONALS PUT INTO PRACTICE THEIR NEW SKILLS?**

THE TRAINING ENDS, THE TRAINERS GO HOME AND EVERYONE RETURNS TO THEIR OFFICES - NOW WHAT? WHAT HAPPENS NEXT? WHAT SHOULD HAPPEN NEXT?

HOW DO THEY BUILD A COLLABORATIVE PRACTICE?

Marketing and networking should be part of every training. Cases will not come to you and this must be stressed during the training. Make certain that you have a website that describes you as a Collaborative Professional. When you introduce yourself to people - everywhere - explain that you are a Collaborative Professional and then tell them what you do. Revise and pass out your business cards; invite a new Collaborative professional in your practice group for lunch every week. Join the practice group; get involved in your local and state Collaborative organizations and the IACP. Go to the IACP Forum, submit a Forum proposal. Change the way you think and present yourself. In other words, get involved, get known and be the New You!

HOW CAN NEW TRAINEES TRANSITION INTO SUCCESSFUL BUSY COLLABORATIVE PRACTITIONERS?

New trainees need to envision a new practice. Just as they have been taught a new paradigm shift, this new learning also means a shift in their practice to a new form of dispute resolution. Time needs to be spent developing ideas about how to restructure a legal, mental health, or financial practice to connect with other Collaborative professionals and educate clients about this new model. New forms need to be used in every Collaborative professional’s office. This is an excellent way for a new Collaborative professional to distinguish herself or himself from the masses of traditional family professionals.

WHAT IS THE FIRST THING YOU ARE GOING TO DO WHEN YOU RETURN TO THE OFFICE AFTER THIS TRAINING?

The energy and enthusiasm at the end of the training presents a wonderful opportunity to capitalize on the commitment to the Collaborative Process. More specifically, new trainees need to think about a “vision” for their practice. They might construct a vision board or develop a new business plan. Topics that should be considered are how to educate staff, redesign a website, change marketing materials, and introduce referral sources to the Collaborative Process.

HOW CAN THEY ENGAGE WITH OTHER COLLABORATIVE PROFESSIONALS?

New trainees need further education and support. Committing to a “buddy system” and providing a mentor will meet those goals. New trainees need to find and join a Collaborative Practice Group in their area and to attend further trainings on specific topics and advanced skills. Joining IACP and attending the IACP Forum and other institutes are excellent ways to meet these goals.

VOLUNTEER TO BE THE “SCRIBE” OR WORK IN A PRO BONO CASE

Observing an ongoing case by being the “scribe” allows you to see experienced professionals in the Collaborative Process from start to finish. It will add to your confidence level as you observe the structure of the Collaborative matter and writing the Minutes and Partial Agreements will be very appreciated. In a pro- bono case, you will be the professional actually working the matter and be mentored by an experienced Collaborative professional.

HOW TO “CONVERT” THE CLIENT

First and foremost, “You Gotta Believe”. Your enthusiasm will enable you to succeed in the most challenging aspect of the Collaborative Process, which is converting clients from viewing their divorce as a battle with their spouse, to seeing it as an opportunity for a fair, respectful and civil resolution where they have control over their financial future and the ability to co-parent and raise their children without hostility and alienation.

**PROGRAM – 90 Minutes**

Introduction

Getting Acquainted - Presenters and Attendees

Problems Getting Started

How to promote your Collaborative Practice

Join and get involved in local Practice Group

Join and get involved in IACP

Change Web Site

Change business cards

Change Elevator Speech and Introduction

Join Business Network Organizations

Get involved in professional organizations

Write an article

Contact news organizations to get interviewed

Identify a Collaborative mentor

Change your office operations

Use new forms to streamline practice

Questions

What the Attendees Will Do Differently When They Return Home

Make The Commitment