

Florida Collaborative Trainers
Fitting the Pieces Together – An Interdisciplinary Training Group

**THE TRAINING IS OVER – NOW WHAT ?
 HOW DO NEW COLLABORATIVE PROFESSIONALS PUT
 INTO PRACTICE THEIR NEW SKILLS?**



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PRESENTERS

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**THE TRAINING WAS JUST THE
 BEGINNING!**

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WHAT'S NEXT?



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**HERE ARE SOME THINGS
YOU CAN DO AS A FOLLOW-
UP TO AN INTRODUCTORY
TRAINING**

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Reflect

It is easy to forget important pieces of information when you are learning so much in a short period of time

You should block off time in your schedule to reflect back and read the notes you took during the training

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**CREATE YOUR NEW
VISION**



VISION

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YOUR VISION OF WHERE YOU WANT TO BE



Creating a vision for your life might seem like a frivolous, fantastical waste of time, but it's not: *creating* a compelling vision of the life you want is actually the most effective strategy for achieving the life of your dreams

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Make a Plan

Produce an action plan and put what you learned to good use
Schedule time to review your action plan

Implement


Once you have a plan, don't delay - get it up and running.

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MAKE A PARADIGM SHIFT

OH WOW!
PARADIGM SHIFT!




Process of replacing adversarial behavior with Collaborative behavior through:

- Redefining your Role
- Redefining your presentation to the Client
- Establishing new behavioral boundaries with other Professionals
- Guiding negotiations using Interest Based Negotiation

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THE PARADIGM SHIFT CONTINUUM



Collaborating instead of litigating.
Changing the Paradigm – takes time!
Learning occurs in “layers”, “over time” and with “experience”.
Evolution - a better description.

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HOW DO YOU BUILD A COLLABORATIVE PRACTICE?

Marketing Networking Website Business Cards
Join A Practice Group Join IACP Go to the Forum Get Involved
Write an Article Get Involved In Your Local, State Organization

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Educate the World by Marketing the Collaborative Process

Why Marketing Is Important



Marketing is Educating!

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MARKETING

Make your Marketing Plan

The Perfect Plan is your personal version of
“*PITCH, PUBLISH, PRESENT, PROFILE AND PARTNER*”**

Develop your Collaborative practice and attract new clients
Explain how Collaborative Process (and *YOU*) can help them

**Joryn Jenkins, Esq.

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Website

YOUR WEBSITE IS THE MOST IMPORTANT MARKETING TOOL YOU HAVE



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WHY IS A QUALITY WEBSITE IMPORTANT??

The days of relying on phone books are long gone. If someone needs to find information, they are most likely turning to the internet to find it. When they search for something you offer or specifically for your business, you want to show up. Not just show up but show up and look good.

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Business Cards



Business cards give people the ability to follow up

Business cards show that you are a professional

Having a business card keeps one focused on the goal

Business cards can help make you referable

ALWAYS HAVE CARDS WITH YOU!

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Join A Practice Group



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A Practice Group is an association of two or more professionals who have come together for purposes of enhancing their skills and understanding of Collaborative Practice, educating the public and promoting the use of the Collaborative Process. Practice Groups are typically comprised of professionals who work in the same geographic region and may be organized as formal legal entities or more loosely as professional associations. A law firm is not considered a Practice Group.

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Join IACP



IACP INTERNATIONAL ACADEMY OF
COLLABORATIVE PROFESSIONALS

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The International Academy of Collaborative Professionals (IACP) is a global resource for learning about and promoting Collaborative Practice. Membership in IACP is open to anyone. While most members are legal, mental health or financial professionals, we also welcome members who are not in these fields to join IACP in order to support the vision of the Collaborative Practice movement.

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Go to the IACP Forum



VISIT COLLABORATIVEPRACTICE.COM TO REGISTER

REGISTRATION NOW OPEN
20TH ANNUAL NETWORKING
AND EDUCATIONAL FORUM
OCT 24-27 2019

IACP
INTERNATIONAL ACADEMY OF
COLLABORATIVE PROFESSIONALS

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REASONS TO GO TO THE FORUM

Over 40 workshops including EIGHT intensive, full-day Pre-Forum Institutes are presented by the most seasoned and highly sought-after Collaborative Professionals.

NEW PERSPECTIVES – practitioners from five continents presenting a variety of topics including special focus on building your practice.

SPECIAL GATHERINGS – Spend your Friday afternoon participating in a Special Gathering, where you will engage in meaningful conversations with fellow attendees.

MAKE NEW FRIENDS, LEARN NEW IDEAS AND SHARE THE FUN!

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IT'S EXCITING TO MEET LIKE-MINDED PROFESSIONALS FROM ALL OVER THE GLOBE!



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Get Involved!! Get Known!!



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Get Involved In Your Local/State Collaborative Organization



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Invite a New Collaborative Professional to Lunch Every Week



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Introduce Yourself to People as a Collaborative Professional

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THE ELEVATOR SPEECH

Describe yourself in five words or less
Use a distinctive title or phrase that makes people think, "This sounds interesting" or "This is what I'm looking for"

Explain what you do in one sentence
After introducing yourself, describe your professional services and how they are unique

Define your target audience
Describe yourself as a Collaborative professional so people will immediately know whether they want your services

Communicate your vision and your passion

Practice, practice, practice

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Volunteer to be a Scribe

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Handle a Pro Bono Case

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Find a “Mentor” - Be a “Mentee”

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MENTORING PROGRAM

A SINGLE CONVERSATION ACROSS THE TABLE WITH A WISE MAN IS WORTH A MONTH'S STUDY OF BOOKS – CHINESE PROVERB

Develop a relationship of trust, mutual learning and a partnership in which individuals assist each other with personal development through coaching, role modeling, counseling, sharing knowledge and providing emotional support.

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FORMS AND MATERIALS

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COLLABORATIVE IS A STRUCTURED PROCESS

CLIENTS MAKE THE CHOICES
PROFESSIONALS CONTROL THE PROCESS

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PROTOCOLS OF PRACTICE

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graph TD; Skills[Skills] --> Process[Process]; Process --> Knowledge[Knowledge]; Knowledge --> Values[Values & Ethics]; Values --> Skills; Values --> GP[GOOD PRACTICE]; Process --> GP; Knowledge --> GP;
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IACP ETHICS

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