

AGENDA

Friday, June 22nd

8:00am – 9:00am	Registration and Breakfast
9:00am – 9:30am	Welcome and Introductions
9:30am – 10:45am	Developing Your Dispute Resolution Signature: As Mediator, Collaborative Professional, Divorce Financial Professional, Mental Health/Family Professional or Divorce Coach (With Presentation by Kevin Scudder on Developing Your Practice Signature) <ul style="list-style-type: none">• Make a Commitment to Competence and Excellence (Kaisen)• Develop your Collaborative, Mediation, Unbundling Signature• Utilize Congruent Dispute Resolution Values to Make a Transition to a New Service Delivery Paradigm• Improve Negotiation Strategies by Utilizing Innovative Professional Roles, Formats, and Case Management Skills
10:45am – 11:00am	Break
11:00am – 12:30pm	Developing Your Dispute Resolution Signature: Discussion Continued (With Presentation by Carl Michael Rossi on Balancing a Peacemaking Practice with Litigation) <ul style="list-style-type: none">• Make a Commitment to Competence and Excellence (Kaisen)• Develop your Collaborative, Mediation, Unbundling Signature• Utilize Congruent Dispute Resolution Values to Make a Transition to a New Service Delivery Paradigm• Improve Negotiation Strategies by Utilizing Innovative Professional Roles, Formats, and Case Management Skills
12:30pm – 1:30pm	Lunch

1:30pm – 3:00pm	<ul style="list-style-type: none"> • Offering Services Clients Want and Strategies that Work: Stepping Out of Your Collaborative Comfort Zone Coach (With Presentation by Linda Warren Seely on Enrolling Reluctant Parties and Counsel) • Offering and Fitting Different Collaborative Models • Working Successfully with Untrained Collaborative Professionals • Collaborative Negotiation Without Client Meetings • Enrolling Reluctant Parties and Counsel • Collaborative Intervention During Litigation: • Collaborative Lawyers Within Mediation (Disqualification Upon Termination) • Peacemaking Strategies to Help Self-Represented Litigants
3:00pm – 3:15pm	Break
3:15pm – 5:00pm	<p>Using Your Dispute Neutral Skills in Different Models</p> <ul style="list-style-type: none"> • Utilizing an Interdisciplinary Team in Mediation • Preliminary Private Planning Sessions (PPP) • Mediation Friendly Confidential Mini Evaluations • Mediator Settlement Proposals • Effective Summary Letters and Temporary Agreements
5:00pm	Adjourn
6:00pm – 8:00pm	<p>Ticketed Dinner for Trainers and Attendees More details to follow</p>

Saturday, June 23rd

8:00am – 9:00am	Breakfast
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9:00 am – 10:30am	<p>Successful Intakes and First Meetings (With Presentation by Nancy Retsinas on Intake)</p> <ul style="list-style-type: none"> • Utilizing IACP Research to Improve Case Screening • Expanding Points of Entry for Collaborative and Mediation Case Origination (Lawyers, Mental Health, Financial, Clergy) • Initiating a Mediation or Collaborative approach with your Client, Both Parties, Directly with Other Lawyer • Effective Use of Written Fee Estimates • Consumer Approach and Systems to Improve Client Intake
10:30am – 10:45am	<p>Break</p>
10:45am – 12:00pm	<p>The Journey to Becoming a Full-Time Dispute Neutral Coach (With Presentation by Gary Direnfeld on Utilizing Social Media)</p> <ul style="list-style-type: none"> • How to Create a Profit Center for Your Practice by Giving up Litigation and Committing to Being a Dispute Resolution Professional • How to Make the Transition from a Collaboratively or Mediation Trained Professional Who Offers Litigation Services to a Full-Time Dispute Resolution Professional • Overcoming Personal and Professional Challenges, Real and Perceived, Which Prevent the Transition to Full-Time Dispute Resolution Neutral • Strategies to Maximize Profitability During and After Your Transition • The Connection Between Your Profitable Individual Practice and the Success of Your Local Community of Peacemakers
12:00pm – 1:00pm	<p>Lunch</p>

1:00pm – 2:45pm	<p>Planning Your Next Decade as a Profitable Dispute Resolution Professional Through Daily Baby Steps Coach (With Presentation by Brian Galbraith on Doing Good and Doing Well: Making Your Practice Profitable)</p> <ul style="list-style-type: none"> • The Commitment to Collaborative Excellence: A Daily Practice • Mediator and Collaborative Self-Survey: Highlighting your Strategic Plan • Developing Your Mission Statement • Drafting Your Dispute Resolution Business Plan • Redesigning Your Office to Become a Client Classroom and Support Center • Visioning Your Practice for Profitability and Personal Satisfaction
2:45pm – 3:00pm	<p>Break</p>
3:00pm – 4:15pm	<p>Planning Your Next Decade: Discussion Continued</p> <ul style="list-style-type: none"> • The Commitment to Collaborative Excellence: A Daily Practice • Mediator and Collaborative Self-Survey: Highlighting your Strategic Plan • Developing Your Mission Statement • Drafting Your Dispute Resolution Business Plan • Redesigning Your Office to Become a Client Classroom and Support Center • Visioning Your Practice for Profitability and Personal Satisfaction
4:15pm – 5:00pm	<p>Closing of Training</p>