



2018 Practice Development Institute

June 22–23, 2018

COLLABORATING ORGANIZATIONS



ALTERNATIVE DISPUTE RESOLUTION SECTION



Alternative Dispute
Resolution Section



**American Bar Association Offices
321 North Clark Street
Chicago, IL 60654**

Please join us for this unique, energetic, and rewarding training to learn:

- Ideas and resources to help you make the transition to satisfying and income-generating dispute resolution work
- Important issues to consider in establishing and growing a mediation and/or collaborative practice
- Proven models and methods of practice which Woody Mosten and his colleague David Hoffman have developed over a combined 60 years in mediation and collaborative practice

Who Should Attend?

Interdisciplinary dispute resolution practitioners will benefit from this training, including:

- Lawyers
- Mediators
- Mental Health Professionals
- Paralegals
- Financial Professionals
- Educators
- Clergy

We look forward to seeing you in Chicago!

<http://ambar.org/pd2018>



2018

Practice Development Institute

June 22–23, 2018 | ABA Offices | Chicago, IL

This two-day workshop in Chicago, led by Forrest “Woody” Mosten, has been designed for lawyers, mediators, and other professionals who have private practices or wish to open up their own dispute resolution practice. The Institute employs a cutting edge interactive curriculum to help participants grow their dispute resolution practices and increase their profitability as lawyers serving as mediators, negotiators, mediation advocates, collaborative members of interdisciplinary teams, and delivering unbundled legal services. This program will also be helpful mental health and financial professionals who work with lawyers in serving clients.

Participants will learn new ways to help clients stay out of court and explore practice building strategies.

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**

- 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**

- 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 **Offering Services Clients Want and Strategies that Work:
Stepping Out of Your Collaborative Comfort Zone**

- 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 **Using Your Dispute Neutral Skills in Different Models**

- 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 **Ticketed Dinner for Trainers and Attendees**

More details to follow

SATURDAY, JUNE 23RD

8:00am–9:00am **Breakfast**

9:00 am–10:30am **Successful Intakes and First Meetings**

- 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 the Other Lawyer
- Effective Use of Written Fee Estimates
- Consumer Approach and Systems to Improve Client Intake

10:30am–10:45am **Break**

10:45am–12:00pm **The Journey to Becoming a Full-Time Dispute Neutral**

- 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 **Lunch**

1:00pm–2:45pm **Planning Your Next Decade as a Profitable Dispute Resolution Professional Through Daily Baby Steps**

- 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 **Break**

3:00pm–4:15pm **Planning Your Next Decade: Discussion Continued**

- 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 **Closing of Training**

REGISTRATION INFORMATION

MEETING LOCATION

American Bar Association Offices
321 North Clark Street, Chicago, IL 60654

TRAVEL

Visit <http://ambar.org/pd2018> for information on ABA discounted travel rates.

REGISTRATION INFORMATION

Register online at: <http://ambar.org/pd2018>. Note: This program has a limited capacity of participants. Once the capacity has been reached, individuals will be placed on a waiting list in case of cancellations. Please register early to ensure a seat. The early bird rate expires on May 4, 2018. The deadline to register online is June 15, 2018. On-site registration will be available.

SCHOLARSHIPS

Scholarships to defray tuition expense for ABA programs are available upon application on a program-by-program, case-by-case basis. Preference will be given to public interest lawyers, government lawyers, full-time law professors, solo or small firm practitioners of limited means, and unemployed attorneys. Visit <http://ambar.org/pd2018> for the link to the scholarship application for the Institute. Applications are due by 5 pm ET on April 6, 2018; applications received after this date will not be considered. You will be notified

of a decision prior to the early bird registration deadline. A minimum fee may be charged on all approved scholarship applications to defray expenses.

CANCELLATION POLICY

Cancellations must be made in writing and received by 5 pm ET on June 1, 2018 via email to: Melissa.buckley@americanbar.org or fax to: 202-662-1683 in order to receive a refund less a \$50 processing fee. No refunds will be granted after that date. Registration substitutions will be allowed.

SPECIAL NEEDS

- ADA Needs Wheelchair Access
 Other
 Dietary Information

CLE CREDIT

The ABA directly applies for and ordinarily receives CLE credit for ABA programs in AK, AL, AR, AZ, CA, CO, CT, DE, GA, GU, HI, IA, IL, IN, KS, KY, LA, ME, MN, MS, MO, MP, MT, NH, NJ, NM, NV, NY, NC, ND, OH, OK, OR, PA, SC, TN, TX, UT, VT, VA, VI, WA, WI, and WV. These states sometimes do not approve a program for credit before the program occurs. Attorneys may be eligible to receive CLE credit through reciprocity or attorney self-submission in other states. For more information about CLE accreditation in your state, visit <http://ambar.org/pd2018>.

REGISTRATION FORM

ABA Section of Dispute Resolution

Practice Development Institute | June 22–23, 2018 | ABA Offices | Chicago, IL

For ABA Use Only:
Meeting Code: DR1807

Full Name _____ Title _____

Firm/Organization _____

Address _____

City, State, Zip _____

Email _____ Phone _____

Please indicate the rate that applies to you:

	Early Bird Rate	After May 4, 2018	Your Choice
<input type="checkbox"/> Collaborating Organization Member	\$475	\$575	\$
<input type="checkbox"/> ABA Member	\$575	\$675	\$
<input type="checkbox"/> Non-Member	\$675	\$775	\$
<input type="checkbox"/> Law Student Rate	\$250	\$250	\$
		Amount Due	\$ _____

Payment Information

*To protect your credit card security, we are accepting credit card payments only through online registration or over the phone at 1-800-285-2221 (over the phone, have your ABA customer number ready and provide meeting code DR1807).

- Check enclosed payable to American Bar Association
 Pay with money order
 Pay with purchase order (Govt. agencies) PO# _____

Submit to: American Bar Association, Attn: Service Center—Meeting/Event Registrations Department
321 N. Clark Street, Floor 16, Chicago, IL 60654
Secure Fax Number: 312-988-5850.

MASTER TRAINER:

Forrest “Woody” Mosten

Forrest S Mosten Law & Mediation Office ■ Los Angeles CA

<http://MostenMediation.com>

He has spent his career as a financially successful mediator, collaborative lawyer, and unbundled legal coach. His best-selling books Mediation Career Guide, Collaborative Divorce Handbook, and Unbundling Legal Services have given lawyers tips for building their practices. He is dedicated in making sure that peacemakers are financially self-sufficient.

WOODY HAS ASSEMBLED A TEAM OF ASSISTANT TRAINERS WHOM HE PERSONALLY TAUGHT TO BE INSTRUCTORS IN THIS COURSE:

Gary Drenfeld

Interaction Consultants ■ Ontario, Canada

<http://YourSocialWorker.com/>

A therapist and collaborative coach who speaks on practice development throughout North America.

Brian Galbraith

Galbraith Family Law Professional Corporation ■ Ontario, Canada

<http://www.GalbraithFamilyLaw.com/>

A senior partner in a law firm who is a sought-out speaker and trainer in practice development and technology.

Nancy Retsinas

Retsinas Collaborative Law Center ■ Vancouver, WA

<http://NancyRetsinas.com/>

A mediator and family lawyer who works both alone and in an interdisciplinary team with mental health professionals.

Carl Michael J. Rossi

Collaborative Practice Chicago ■ Chicago, IL

<http://CollaborativePracticeChicago.com/>

Both a lawyer and therapist who has been the moderator for the Yahoo Collaborative Listserve since its inception.

Kevin R. Scudder

Law Offices of Kevin R Scudder ■ Seattle, WA

<http://ScudderLaw.net>

A collaborative lawyer and mediator who has improved and revised the Practice Development Self Survey, originally authored by Woody Mosten.



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Pursuing Justice

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- Advance Your Skills
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Space is Limited. Register Today!