



Developing a Collaborative Family Law Practice: Leading Lawyers on Exploring Collaborative Law, Integrating it into a Practice, and Implementing Marketing Strategies (Inside the Minds)

Multiple Authors

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Developing a Collaborative Family Law Practice provides an authoritative, insider's perspective on becoming an effective collaborative lawyer and building a successful practice. Featuring skilled collaborative attorneys from around the country, this book guides the reader through the paradigm shifts that have to occur before embarking on the collaborative path. These top lawyers discuss the tenets of the growing collaborative movement, including how the process works, the benefits involved, and advice for working with clients and other collaborative professionals. Whether you are replacing a litigation practice with collaborative or incorporating it into a current practice, these authors explain the step-by-step process of establishing a collaborative family law firm. They unveil strategies that will take you from through your initial training and starting a local practice group to setting up the physical office and creating a thriving business. Additionally, these leaders reveal proven tactics for promoting yourself and your practice to clients and the legal community. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts on the keys to success within this flourishing field.

Inside the Minds provides readers with proven business intelligence from C-Level executives and lawyers (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies and firms nationwide. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is heading and the most important issues for the future. Each author has been selected based upon their experience and C-level standing within the professional community.

Chapters Include:

1. Ronald D. Ousky, Collaborative Attorney and Mediator, Ousky Law Firm - "Finding Your Place in the Collaborative World"
2. Linda L. Piff, President, Linda L. Piff, Esquire PC - "Creating a Collaborative Identity"
3. Yvonne Homeyer, Solo Practitioner, Law Office of Yvonne Homeyer and Center for Collaborative Law & Mediation - "Strategies for Evolving into a Collaborative Family Law Attorney Through Commitment and Compassion"
4. J. Mark Weiss, Principal, Law Office of J. Mark Weiss PS - "Transitioning into a Collaborative Mindset"
5. Larry Hance, Shareholder and Managing Partner, Hance & Wickham PC - "Integrating Collaborative Law into a Traditional Family Law Practice"
6. Bernadette Staroschuck, Partner, Margolis Edelstein - "Shifting to Collaborative Law: A Change for the Better"
7. Robert J. Merlin, Senior Partner and President, Robert J. Merlin PA - "Creating a Satisfying and Fulfilling Career as a Collaborative Lawyer"

Appendices Include:

Appendix A: Initial Letter to Spouse
Appendix B: Initial Consultations
Appendix C: Marketing Letter
Appendix D: Participation Agreement
Appendix E: Scope of Service
Appendix F: Sample Participation Agreement
Appendix G: Sample Retainer Agreement
Appendix H: Conflict Resolution Options
Appendix I: Process Choice Chart
Appendix J: What Mental Health Professionals Say About Collaborative Family Law
Appendix K: Quotes from the Media Regarding Collaborative Law
Appendix L: What Clients Say About Collaborative Law

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