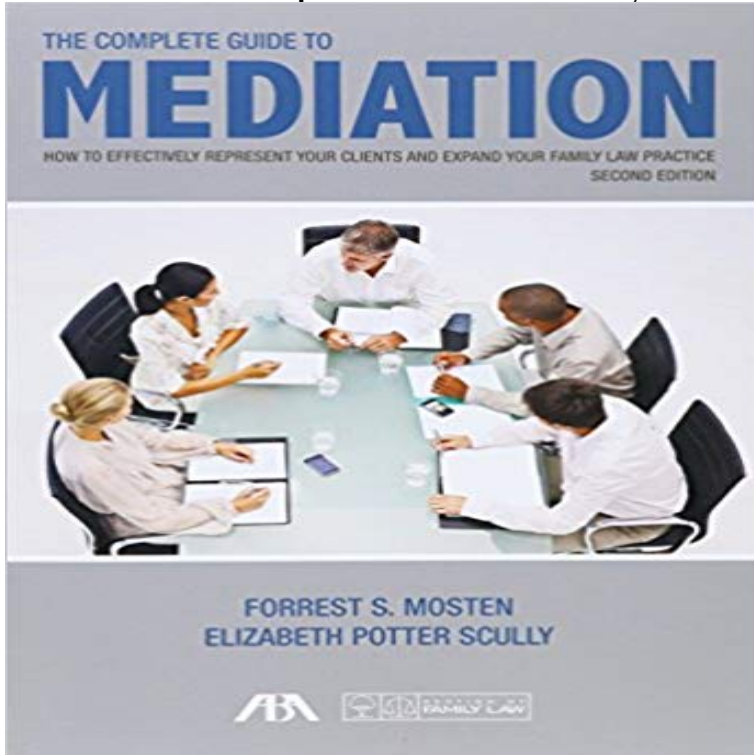


The Complete Guide to Mediation: How to Effectively Represent Your Clients and Expand Your Family Law Practice



It's been 20 years since the first edition of *The Complete Guide to Mediation* was published and there have been many developments in dispute resolution during this time. One major change is the growing acceptance and use of mediation within the family law field. With this in mind, the authors took great care to focus this book exclusively on the role and practice of family lawyers. This second edition of *The Complete Guide to Mediation* provides a multitude of strategies as well as resources for family lawyers to put into immediate use in their practices. An essential underpinning of mediation is the creative use of collaboration in divorce cases. This book will provide you eye-opening proven strategies from experts on techniques such as the art of listening, collaboration, dissecting information, empathy, peacemaking, and reconciliation. As a family law practitioner, if you want to become a more effective mediator, counselor and advocate for your clients and expand your practice, this is absolutely the book for you. The authors have skillfully designed a roadmap for you towards success including and answering some of the most commonly asked questions when representing clients in mediation. Listed below are the top five questions. If both lawyers are settlement-minded, why should we spend money for yet another professional and hire a mediator? Isn't mediation just another form of one attorney having dual representation of two parties with all of the limitations that such conflict situations bring with them? Do I have legal malpractice exposure if I sign off on an agreement that is worked out in mediation when I am not there? Why should I refer another case to mediation? Could I be sued for giving a negligent referral? For a complete list of the questions and more importantly the answers from two of the masters in family law mediation, buy this book today.

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