

COLLABORATIVE Practice Tips

A monthly bulletin from the CP Cal Practice Excellence Committee

The Practice Excellence Committee is pleased to offer tips to help you increase your Collaborative cases and achieve *practice excellence*.



Please send us your comments and questions! Email us at info@cpcal.com

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How to Play Well in the Collaborative Sandbox

Tip #1

Whole Team (includes clients)

1. Do not interrupt your clients or professional teammates.
2. Make Collaborative a priority in work schedules. Many people are counting on you.
3. Come prepared for meetings and follow through on assigned tasks.
4. Have attorney/client/coach meetings in advance of full team meetings.
5. Make sure you say what you need to say and then stop. No monologues. This is not Shakespeare. Limit your stories to those significantly related to the topic and hopefully helpful to the clients' situation.
6. Pointing out behavior (unconscious or not) is fine, just do it in a manner that is not insulting or blaming to both clients and professional team members.

Tip #2

Professional Team

1. Utilize your team in overcoming your own difficulties and concerns. Let your team know if you have been "triggered" and ask for help.
2. Have that "difficult conversation" with a teammate or along with the professional team so that feelings do not mushroom and get unwieldy.
3. Schedule time for pre-meetings, debriefings, and any other conversations that are necessary.

Tip #3

Clients

1. Allow the clients to come up with their own ideas and solutions and not necessarily hear yours first. Of course, make suggestions and provide guidance when needed.
2. Be a communication role model for the clients. Be respectful and polite, listen, reflect what you hear others saying, be honest and tactful.
3. Use non-violent messaging with your clients, such as using "I" statements.
4. Assist your client in understanding his/her behavior. Speak to the dynamics- behavior patterns, communication patterns.
5. Understand from your client what he/she needs from you. e.g. reminder to be less defensive.
6. Beware of the tendency to align with your client and being positional, which can undermine the Collaborative Process. Encourage problem solving.
7. Pay attention if you personally identify with your client's position. Maintain a professional perspective. Keep your own stuff out of it.

CP Cal Conference XIII Time is Running Out! Register Now!



CP CAL CONFERENCE XIII
The Roots and Branches of Collaborative Practice

WHEN: April 27-29 2018

WHERE: San Mateo, California
San Mateo Marriott San Francisco Airport
1770 South Amphlett Blvd., San Mateo, 94402

[Visit Conference Website](#)

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