

# 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](mailto:info@cpcal.com)

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## **How much will a Collaborative Divorce Cost?**

Answering this question for prospective clients can be tricky. We would like to give a definitive answer, and at the same time know that we cannot make guarantees when there are many contributing factors to increasing costs in a divorce. We know having a response is very important to the client to help them make a decision. Be sure to consider giving them information on the following points:

- a. Explain that it is difficult to predict an accurate cost because of several reasons such as needing to learn about the couples' dynamics, each client's ability to manage emotions, and each client's ability to understand complexities in decisions and their preparedness to make important decisions.
- b. Let the client know your hourly rate, any retainer requirement, and the services for which you charge. Include charges you may have for document preparation, phone calls, emails, and travel.
- c. Discuss a range of costs, even though it depends, know the general range of the team's hourly rates and retainers. It's good to have this discussion with your colleagues.
- d. Talk with clients about how we discuss and practice communication and problem solving strategies, as well as the commitment to the Collaborative Divorce Process. When both clients are similarly motivated to work collaboratively and cooperatively both with each other and with the team professionals the costs are lower.
- e. Help the client understand that obstacles are likely to come up and maintaining a collaborative approach is more likely to result in a solution that both parties find acceptable.

f. Reassure the client that they can state in a team meeting that one of their interests is to conserve financial resources. This helps the client feel reassured that the topic will be discussed with the team and that the team can make mindful decisions regarding how to approach each task from a cost efficient perspective.

g. Explain at the first team meeting that an agenda item will be to discuss the sources of funds to pay for the professionals (e.g. joint savings, credit cards, sale of home proceeds, investment accounts) and can be revisited as they make progress in separating their finances.

h. Discuss whether or not costs are shared, whether they each contribute equal payments or designated percentages, and whether they each pay separately.

i. Finally, and most importantly, review the value of the Collaborative Divorce in preserving their integrity, the cooperative relationship and protecting their children (for more on the value see June 2018 TIPs).



### **Invitation to Join Webinars on Social Media Marketing for Divorce Options**

Over the next ten months, Beth Proudfoot, Lissa Rapoport and Don Blythe will present monthly Zoom webinars each 3rd Friday of the month at 9:30 am (pacific standard time) to support local group efforts to promote their Divorce Options workshops efficiently and effectively using proven social media marketing platforms.

To have any of your Collaborative practice group members participate as an attendee in these webinars, ask each interested member to join our Google Group. Each will then receive monthly Zoom invites to attend each of the next 10 webinars. They will then be encouraged to implement or optimize each social media platform addressed in the webinar into their own practice and/or their local Collaborative practice group's Divorce Options marketing.

To join the Google Group, email a request to Don Blythe at [dblythe@blythepaperless.net](mailto:dblythe@blythepaperless.net) and you will be added manually.

After each webinar, you are encouraged to email to this group any questions or issues you are experiencing. And members of this group are free to post answers to another member's queries.

Please calendar the following dates for our webinars:

Zoom Video-conferencing on June 15, 2018 (Recorded)

Signup Genius, Eventbrite and Craig's List on July 20, 2018

Constant Contact and email databases on August 17, 2018

Wix Blogging Software on September 21, 2018

WordPress Blogging Web Management Software on October 19, 2018

Face Book on November 16, 2018

LinkedIn and Twitter on December 21, 2018

Meetup on January 18, 2019

Next Door and Instagram on February 15, 2019  
YouTube on March 15, 2019  
Face Book Advanced on April 19, 2019



Join the Conversation #cpcal



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