

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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What your Mother never taught you about money....

How to help clients learn how to keep the cost of their divorce down:

We know that each client, and all of the professionals, in a collaborative divorce process have been effected by a culture that promotes silence instead of talking about money. Many people can talk more successfully and comfortably about sex than they can about money. This is especially true for women in our culture. With that in mind, we can predict difficulties when it comes to discussing finances during the divorce process, including managing the costs of the divorce process. Learning to talk about money can be a valuable lesson our clients can learn from us.

Tip: All members of the team should review and educate new collaborative clients about their expectations, as well as their roles and responsibilities, for the costs of the collaborative process.

Tip: Be explicit about the connection between their behavior and the cost- this is an ongoing conversation.

Tip: Review the most common cost inflating behaviors:

- intense emotion - emotional hijacking
- avoidance of deadlines especially re: disclosures/budgets
- inability to make and keep agreements
- unresolved conflict
- inability to face the divorce
- power/knowledge imbalances
- language/cultural

Tip: Collaborative Team Tracking of Costs

- Teams discuss how the clients' ability to understand connection between their willingness to take responsibility and/or use their team effectively can affect the cost of their divorce positively or negatively. If there is a specific issue, the team should discuss how best to bring it up with the clients.
- In every planning session include cost saving/inflating actions
- Help the clients understand the most effective way to achieve any given task
- Be sure the responsibilities for each task are clear.

Tip: Remember this is an opportunity for clients to be empowered to work very directly toward their goal of preserving family resources. Review their financial goals when needed.



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