

10 Reasons to Use a Financial Neutral in Every Collaborative Case!

1. As a neutral, the financial professional's role is to act as an unbiased facilitator for the process.
2. The financial neutral is also the logical professional to host and open meetings, set agendas and keep everyone on schedule.
3. When the financial professional is brought into a collaborative case at the beginning, she/he can provide the clients and the collaborative team with a solid foundation of financial information from which our clients can negotiate successfully. This empowers both spouses and the collaborative team.
4. The unique ability of the financial professional to educate our clients equally and disseminate emotionally laden financial information from a neutral position benefits both spouses. This keeps the process moving forward and allows for informed decision making.
5. The neutral opinion can also realistically reduce the need for lengthy, back and forth negotiations between clients and their attorneys.
6. Paying for one financial specialist (vs. two) will help clients build trust in each other and their spouse's collaborative counsel; and can pave the way toward a more efficient process.
7. Financial neutrals actually tend to be less expensive than attorneys, which ultimately saves the client money on time-consuming matters, such as support calculations and financial disclosures.
8. If there is a financial information power imbalance, a financial neutral can be used to level the playing field by suggesting options that clients and/or professionals might not have considered.
9. If one spouse has historically been in control of the finances, the other spouse may benefit from the support and analysis of a financial neutral who can educate them on the long-term impact of various settlement options.
10. Because the financial professional is neutral, her/his neutral opinions and suggestions regarding financial issues may be easier to both receive and understand than ideas offered by either spouse and/or their respective collaborative attorneys.

From the PEC Committee:

Here's a way to collaboratively conspire to let more professionals know about and refer their clients to Divorce Options.

1. Get together with your "peeps," your fellow team members from your practice group, and ask one minute of their time to help with this project. First step for them: connect with you on LinkedIn if they haven't already.

2. Create a post on LinkedIn talking about the next Divorce Options class. Be sure to have links to collaborativedivorcecalifornia.com, divorceoptionsinfo.org, your practice group website and your website.

3. As soon as you post this, send an email to your team asking them to find the post, comment, and share with their contacts. This will take less than one minute. Comments are things like: "Carol is a great communicator and I love this class. Highly recommended for anyone who is considering divorce."

Done! Don't just do this once, though. Put it on your calendar and repeat monthly. You can definitely trade off on who posts and who shares! AND you can repeat the process for other things, like blogs, your new profile on [collaborativedivorcecalifornia](http://collaborativedivorcecalifornia.com)...the possibilities are endless! AND...if your team isn't freaked out about Facebook, you can do exactly the same thing there as well.