

 ATTORNEY'S BRIEFCASE®

presents

Beyond the Basics™
Representing Family Law Clients Without
Going to Court: Mediation, Collaborative Law
and Unbundled Legal Services

An intense full-day course
featuring

Forrest “Woody” Mosten, CFLS

Four convenient locations around the state
Also available on DVD/CD

Are you satisfied with the direction of your practice? Would you like to reduce the stress in your life, take control of your calendar, work in a positive environment, reduce your receivables and enjoy the practice of Family Law again? If so, this seminar may be what you have been looking for.

Taught by one of the nation's leading experts on mediation, collaborative law and unbundling, Forrest “Woody” Mosten is known for his informative, practical and thought-provoking seminars. This presentation is designed as an in-depth introduction to these related practices for those wishing to learn more about alternatives to the traditional adversarial manner of dealing with Family Law issues and for more experienced practitioners wishing to improve their techniques and fine-tune their practices.

Program qualifies for 6.0 hours of Legal Specialization and MCLE credit

ATTORNEY'S BRIEFCASE®
CALIFORNIA FAMILY LAW

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Visit our Website at www.atybriefcase.com

Among the Highlights of the Programs Will Be:

- **Benefits to Divorcing Families**
 - Customized solutions
 - Speed and control
 - Privacy
 - Reduced fees and animosity
- **Benefits to Family Lawyers**
 - Control over time and calendar
 - Lower overhead
 - Increased profits
 - Career satisfaction
- **Duty to Discuss Options to Litigation**
 - Essence of informed consent
 - Embodied in ethical opinions, rules and standards
- **Paradigm Shift From Adversarial Practice**
 - Shifting to mediation and Collaborative Practice
 - Understanding the keys to resolution
 - How to “create value” through your services
 - The “how” in the negotiating process affects the “what” in the settlement
- **Representing Clients in Mediation: Embedded in the Family Law Process**
 - Court-connected mediation
 - Private mediation
 - Confidentiality
 - Enforcing agreements
 - Magic words (CCP §664.6)
 - Role of Lawyers
 - In sessions
 - Outside of sessions
 - Unbundling
 - Mechanics
 - Benefits
- **What is Collaborative Divorce and How Does it Work?**
 - Values and principles
 - Respect and dignity
 - Commitment to healing
 - Interest-based negotiation
- and mutually-beneficial solutions
- Rules (ethics and statutes)
- Negotiation strategies
- Successful models
- Use of Coaches and Financial Professionals
- Withdrawal
- Financial rewards
- Professional rewards
- **Toolbox of Strategies for Collaborative Agreements**
 - Rapport-building tools
 - Improving communication
 - Managing conflict
 - Dealing with impasse
 - Drafting the agreement
 - Closing sessions
 - Monitoring post-dissolution progress
- **Best Practices to Assure Competence**
 - IACP/ABA/Uniform Acts/Ethical Opinions
- **Template for Client Discussion re Benefits and Risks of Options to Litigation**
- **Making Non-Litigation Family Law Your Day Job**
 - Developing your professional signature based on professional values and personal attributes
 - Demonstrating your commitment to peacemaking and consumerism
 - Investment of time and money into your practice
 - Offering additional services that clients want and will buy
 - Developing your own forms
 - Install a client library
 - Buff up your intake practices
 - Fees and eliminating receivables
- **Wrap-Up: Next Steps**

Seminar Leader:

Forrest "Woody" Mosten is a collaborative attorney, mediator, and author who provides training to professionals in workshops and seminars around the world. As a Certified Family Law Specialist who handles matters involving substantial assets and high conflict, Mosten never goes to court. He is the author of four books, *Collaborative Divorce Handbook* (2009, Jossey Bass), *Mediation Career Guide* (2001, Jossey Bass), *Unbundling Legal Services* (2000, ABA) and *Complete Guide to Mediation* (1997, ABA). He is Editor of Family Court Review's *Special Issue on Collaborative Practice* to be published April 2011. He is Past Chair of the Mediation Committee for LACBA's Family Law Section, served on the California State Bar ADR Taskforce, and is the LACBA Symposium author of "Representing Clients in Mediation." He is known internationally as the "Father of Unbundling."

He is the recipient of the ABA Lawyer as Problem Solver Award, Peacemaker of the Year, the ABA Lifetime Legal Access Award, the Los Angeles County Bar Conflict Prevention Award, and was named Peacemaker of the Year by the Southern California Mediation Association. He was a 2009 ABA Frank Sander Lecturer. He teaches mediation at UCLA and Pepperdine Schools of Law and is passionate about encouraging family lawyers on all levels to make mediation, limited scope coaching, and collaborative representation their day job.

LOCATIONS, DATES AND TIMES:

October 2, 2009

Friday

Universal City

Hilton Universal City
555 Universal Hollywood Dr.
818-506-2500

November 6, 2009

Friday

Emeryville

Hilton Garden Inn
1800 Powell Street
510-658-9300

October 3, 2009

Saturday

Costa Mesa

Westin South Coast Plaza
686 Anton Blvd.
(714) 540-2500

November 7, 2009

Saturday

San Jose

Wyndham San Jose
1350 N First St.
408-453-6200

9:00 a.m. to 5:00 p.m.

Space is limited

Also available on either DVD or CD, which includes materials and program slides.

