

INTERDISCIPLINARY COLLABORATIVE DIVORCE TRAINING

Nationally recognized collaborative trainer Chip Rose is coming to Connecticut to conduct a 2 day interdisciplinary collaborative divorce training for lawyers, financial planners and mental health professionals. This training is appropriate for those seeking basic training, as well as for those who want to increase their collaborative skills.

WHEN:

Thursday November 19, 2009: 9:00am to 5:00pm

Friday November 20, 2009: 9:00am to 5:00pm

WHERE:

**Sagemark Consulting
100 Northfield Drive, Suite 200
Windsor, CT 06095**

Name: _____

Address: _____

Telephone: _____ E-mail: _____

Occupation: _____

Payment enclosed: \$300.00 CDP member () \$400.00 non-member ()

**Make checks payable to "CDP" and mail to:
Pamela J. DaFonseca, CPA
Forensic Accounting Solutions, LLC
945 Hopmeadow Street
Simsbury, CT 06070**

**SEND IN YOUR APPLICATION TODAY, AS SPACE WILL BE LIMITED TO 24
PARTICIPANTS**

Sponsored by Collaborative Divorce Professionals:

Leo V. Diana, Esq. President

Suzanne E. Caron, Esq. Vice President

Angela I. Green, Esq. Secretary

Pamela J. DaFonseca, CPA, Treasurer

Description of the Training

THE CENTER FOR MEDIATION AND COLLABORATIVE PRACTICE

550 Water St., Suite J-3
Santa Cruz, CA 95060
(831) 429-9721
(831) 429-8561 Fax

Collaborative Workshop for Collaborative Divorce Professionals

This workshop works well on two different levels. For the relatively new collaborative practitioners it provides the basic understanding of how to create a framework that responds to the needs of the clients. For the more experienced practitioner, it provides that same understanding of the design of an effective and strategic process. The advanced practitioner will be challenged by the opportunity to take his or her practice models and skills to a significantly more challenging level. The common framework is the creation and implementation of a *client-centered* process that effectively addresses client need.

The first morning of a two day workshop focuses on gaining a more meaningful understanding of “who the clients are” and “how they come into the process.” These open questions demonstrate one of the most critical skill development tasks, which is learning to employ the art of the question. Learning how to lead the clients to their own important and constructive resolutions is a challenge that is counterintuitive to those trained in the practice of adversarial advocacy. After building such a client-centered model, from the ground up, we then test the model with role play exercises to put theory into practice.

The second day is a combination of taking the work of the first day and applying it to a role play scenario of an initial collaborative meeting. The role play adapts to an interdisciplinary or team practice model, as well as a non-interdisciplinary model depending on the makeup of the group of participants. In the second day, specific skills are integrated into the process with a goal of raising the professional facilitation to the highest level of success for the clients.

The workshop will involve interactive dialogue, presentation of conceptual frames for the process and specific skillsets, as well as role play exercises to put the lessons learned into application. Specific topics would include:

- Strategic identification of the shared goals of the clients;
- Creating a specific process framework to address relationship dynamics;

- Designing a specific process framework for addressing financial issues;
- Obtaining client buy-in to the process design;
- Dealing with threshold emotional issues as part of the process design (*or what every collaborative professional needs to know about responding to emotional issues—not just the coaches!*);
- Strategic approaches to addressing specific issues of process and substance;
- How to make molehills out of the mountains of “impasse;”
- The art of the question—aikido and process management—how to use the art of the question to *advocate* for client success;
- Addressing the responsibilities of the professional and clarifying the responsibilities of the client;
- Preparing the clients for negotiation and designing the process to maximize client success in negotiation
- Addressing issues involving the strategies and behaviors of participating professionals—specifically the “non-collaborative” counsel.

About the Presenter

Chip Rose is Director of the Mediation Center in Santa Cruz, California and certified as a Specialist in Family Law by the State Bar of California Board of Legal Specialization. Chip maintains private practices in Mediation and Collaborative Practice in Santa Cruz, California.

Chip is recognized nationally and internationally as an innovator and expert in the field of mediation and collaborative conflict resolution. He is a past member of the Board of the International Academy of Collaborative Professionals (IACP), the first international organization in the field of Collaborative Practice. An adjunct faculty member of the Strauss Institute for Dispute Resolution at the Pepperdine University School of Law, he teaches workshops in basic and advanced mediation and Collaborative Practice. Chip is the author of: “*Mediating Financial Issues: A Theoretical Framework and Practical Applications*,” in the 2004 compendium Divorce and Family Mediation: Models, Techniques and Applications by Folberg, Milne and Salem; co-author of “*The Psychology of Divorce*” with Don Saposnek in the Handbook of Financial Planning for Divorce by Crumbley and Apostolou (1990); and, for the past 13 years has been writing “*The Creative Solution*” column in the quarterly Family Section Newsletter of the Association of Conflict Resolution (ACR). Since 1994, Chip has also been providing training throughout the United States and Canada in the theory and application of Collaborative Practice.

More information regarding Chip Rose and the content of his workshops and seminars may be accessed on the website www.mediate.com/crose.