

Earn up to  
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**Outstanding Trainer!**  
Lorraine Lopich, Lawyer/Mediator, Lopich  
Lawyers, advocate and IACP approved  
Collaborative Law Program trainer!

# collaborative law training program

Portside Centre Sydney

Session 1  
18 February 2008  
**ALL  
PROFESSIONALS**

Session 2  
11 March 2008 AM  
**LAWYERS**

Session 3  
11 March 2008 PM  
**FINANCIAL  
PLANNERS**

Session 4  
18 March 2008  
**DISPUTE  
RESOLUTION,  
MEDIATORS,  
CHILD AND  
RELATIONSHIP  
SPECIALISTS**

Session 5  
24 April 2008  
**ALL  
PROFESSIONALS**



In-depth and comprehensive  
skills based training tailored  
for lawyers, financial  
planners/advisers, family  
dispute resolution,  
mediators, child and  
relationship specialists.

Grasp the paradigm shift that's  
impacting all professionals –  
discover the collaborative  
solutions approach that's  
changing the way for marriage  
dissolution, parenting issues and  
child custody.

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# Program Overview

With divorce cases on the rise, people are now more conscious of the need for alternative dispute resolution processes, a goal driven approach that will result in the best interest of all involved. Collaborative law involves lawyers, financial planners, family dispute resolution practitioners and other professionals to work as a team to employ problem solving skills to help clients participate in interest based negotiations. The program is developed in line with international best practice.

The collaborative law training Program is a series of practical skills based workshops that include:

- Working together as a collaborative team
- Understand the difference between collaborative law and lawyer negotiated settlement
- The role of the third neutral third party financial adviser
- The role of the collaborative coach, child consultant, mediator and family dispute practitioner
- Working in the interdisciplinary collaborative team

## Why Attend this Program?

- Enhance your skills to deliver a better outcome for your clients
- Take action in a fast growing business opportunity
- Be at the forefront of best practice in changing family law practice
- Implement solutions by using innovative and cooperative techniques
- Experience tailored programs for each professional discipline

## About the Trainer



**Lorraine Lopich**, Lawyer/Mediator, **Lopich Lawyers** is a devoted advocate of Collaborative Law and Australia's trainer of IACP approved Collaborative Law Program.

Lorraine currently trains in Collaborative Law at the University of Technology of Sydney and is an international co-trainer in family, commercial and civil collaborative law, currently facilitating practical learning in collaborative practice for inter-alia, private practitioners, members of Family Pathways Networks and Family Relationships Centres.

In addition to being a highly respected advocate and sought after speaker of Collaborative Law in Australia, NZ, USA and Europe, Lorraine is president of Collaborative Professionals (NSW) Inc and is Director of Collaborative and Mediator Centre of Australia Pty Limited and Collaborative Lawyers Pty Limited Board member of the IACP as well being a member of Dispute Resolution Committee of the Law Society of NSW; International Academy of Collaborative Professionals and American Bar Association Dispute Resolution Sections Collaborative Law Committee.

Lorraine is the author of the Collaborative Law guide card in Australian Family Law and has had papers published by dispute resolution associations including Australian Commercial Dispute Centre (ACDC), LEADR Association of Dispute Resolvers and Alternative Dispute Resolution Bulletin (ADRB) on Collaborative Law Practice.

## How the Tailored Program Works?

By attending the entire recommended program for your professional discipline, you will gain a full understanding of the Collaborative process for the recommended sessions associated to your discipline:

**If you are a Lawyer attend:**

**Session 1:** 18 February 2008 – Half Day Introduction to Collaborative Law for all professionals

**Session 2:** 11 March 2008 AM – Half Day Collaborative Law

**Session 5:** 24 April 2008 – 1 Day Collaborative Law Interdisciplinary Workshop for all professionals

**If you are a Financial Planner/Adviser attend:**

**Session 1:** 18 February 2008 – Half Day Introduction to Collaborative Law for all professionals

**Session 3:** 11 March 2008 PM – Half Day Collaborative Law

**Session 5:** 24 April 2008 – 1 Day Collaborative Law Interdisciplinary Workshop for all professionals

**If you are a Dispute Resolution Specialist, Mediator, Child and Relationship Specialist attend:**

**Session 1:** 18 February 2008 – Half Day Introduction to Collaborative Law for all professionals

**Session 4:** 18 March 2008 – Half Day Collaborative Law

**Session 5:** 24 April 2008 – 1 Day Collaborative Law Interdisciplinary Workshop for all professionals

# Session 1

Monday 18 February 2008

## Introduction to Collaborative Law for ALL Professionals

### KEY LEARNING OUTCOMES

At the conclusion of this session participants will be able to:

- identify the fundamental interdisciplinary collaborative process
- define the role of the participation agreement
- define the role of the other professionals
- identify the relationship between the professionals
- demonstrate the negotiation techniques
- describe why the collaborative process is not suitable for every dispute and/or every client

8:30

### Program Registration

8:55

### Opening by Lorraine Lopich

9:00

### Collaborative Law

- The history
- The fundamental process

10:30

### Morning Tea

11:00

### Working together as a Collaborative Team

- The collaborative team process
- The players and their roles
- The language
- The professional boundaries

12.30

### Close of Session One

### Who should attend this session?

- Legal Practitioners in Collaborative Law
- Legal Practitioners
- Estate Planners
- Financial Planners
- Financial Advisers
- Accountants
- Trust Administrators
- Mediators
- Dispute Resolution Specialists
- Child and Relationship Specialists

# Session 2

Tuesday 11 March 2008 AM

## Collaborative Law for LAWYERS

### KEY LEARNING OUTCOMES

At the conclusion of this session participants will be able to:

- implement principles of interest based negotiation
- demonstrate first interview techniques
- establish how and when to give legal advice
- establish how to prepare clients for settlement meetings
- establish how to relinquish control and become an ally
- identify how not to work harder than the client
- establish how to debrief with the client and why it is important

8:30

### Program Registration

8:55

### Opening by Lorraine Lopich

9:00

### The difference between Collaborative Law and Lawyer Negotiated Settlement

- Integrated problem solving negotiation
- The lawyer as an advocate in a non adversarial process

10:30

### Morning Tea

11:00

### Session continued

- The paradigm shift
- Where the law fits in the process
- Whether the dispute and the client are suitable for the process

12.30

### Close of Session Two

### Who should attend this session?

- Legal Practitioners in Collaborative Law
- Legal Practitioners
- Estate Planners

## Session 3 Tuesday 11 March 2008 PM

### Collaborative Law for FINANCIAL PLANNERS/ADVISERS

#### KEY LEARNING OUTCOMES

At the conclusion of this session participants will be able to:

- implement first interview techniques
- define the focus of an integrated resolution
- establish how to give advice without being directive
- establish how to prepare clients for settlement meetings
- establish how to enlarge the pie

1:30

#### Program Registration

1:55

#### Opening by Lorraine Lopich

2:00

#### The Role of a Neutral Third Party Financial Adviser

- Working with clients
- Achieving neutrality
- Become resolution focused

3:30

#### Morning Tea

4:00

#### Session continued

- Assisting the clients to stay in a holding pattern during the collaborative process
- Providing information without being directive
- Expanding the pie – ‘developing better options’

5:00

#### Close of Session Three

#### Who should attend this session?

- Financial Planners
- Financial Advisers
- Accountants
- Trust Administrators

## Session 4 Tuesday 18 March 2008

### Collaborative Law for PROFESSIONALS – DISPUTE RESOLUTION, MEDIATORS, CHILD AND RELATIONSHIP SPECIALISTS

#### KEY LEARNING OUTCOMES

At the conclusion of this session participants will be able to:

- implement first interview techniques
- demonstrate working with a limited retainer
- demonstrate exchanging information with members of the team
- determine the essence of four way meeting
- establish how to prepare clients for settlement meetings
- demonstrate debriefing with the client and the team

8:30

#### Program Registration

8:55

#### Opening by Lorraine Lopich

9:00

#### The Role of the Collaborative Coach

- The coach versus therapy
- The elements of coaching
- Managing the client resistance

10:30

#### Morning Tea

11:00

#### The Role of the Child Consultant

- Working with a team
- The role of the mediator/family dispute resolution practitioner
- The process manager
- The trouble shooter

12:30

#### Close of Session Four

#### Who should attend this session?

- Mediators
- Dispute Resolution Specialists
- Child and Relationship Specialists

## Collaborative Law Interdisciplinary Workshop for ALL Professionals

### KEY LEARNING OUTCOMES

At the conclusion of this session participants will be able to:

- demonstrate how to work as a Collaborative member of an integrated interdisciplinary collaborative team
- assess whether the client and/or dispute are suitable for the collaborative process
- describe the value of the interdisciplinary team to the client
- define and value the role of the interdisciplinary team members
- demonstrate how to work on a limited retainer
- demonstrate how to exchange information with members of the team
- demonstrate how to prepare professionals and their clients for the process
- demonstrate participation in four way meetings modeling integrative problem solving
- identify when the client needs assistance from other members of the team
- demonstrate how to debrief with the client and the other members of the team
- demonstrate how to have the difficult conversation with the client and other members of the team
- develop a practice group
- promote the collaborative practice
- access other associations and organisations that provide support as well as other resources

### Who should attend this session?

- Legal Practitioners in Collaborative Law
- Legal Practitioners
- Estate Planners
- Financial Planners
- Financial Advisors
- Accountants
- Trust Administrators
- Mediators
- Dispute Resolution Specialists
- Child and Relationship Specialists

8:30

### Program Registration

8:55

### Opening by Lorraine Lopich

9:00

### Working in the Interdisciplinary Collaborative Team The role of a neutral third party Financial Adviser

- Putting an interdisciplinary team together
- Working together to develop the participation agreement

10:30

### Morning Tea

11:00

### Session continued

- Playing with each other's toys
- Respecting boundaries

1:00

### Networking Lunch for Facilitator and Delegates

2:00

### Session continued

- Having the difficult conversations
- Role plays 'Each Step in the Process'

3:30

### Afternoon Tea

4:00

### Session continued

- Debriefing
- Develop the practice group
- Where to in the future

5:00

### Close of Final Session Five

### What your colleagues had to say about previous Collaborative Law and Family Law Professional Development:

*" Thank you so much for this amazing experience"*

*" New way of looking at Family Law. Definitely has a lot going for it"*

*"Excellent professional training solving some of the mysteries"*

*" Very explanatory and clear. Excellent"*

*"Chance to develop a positive aspect to legal practice"*

# collaborative law training program

## PROGRAM DATES

18 February 2008  
 11 March 2008 AM  
 11 March 2008 PM  
 18 March 2008  
 24 April 2008

## VENUE

Portside Centre  
 Level 5, Symantec House  
 207 Kent Street  
 Sydney NSW 2000  
 Tel: (612) 9251 9559  
 Fax: (612) 9251 9558  
 www.portsidecentre.com.au

## TEAM DISCOUNTS\*

Register a team of 4 for the collaborative law training program at the same time, from the same organisation and receive a free pass for the 5th delegate.  
 \* Early Bird, Team Discounts and any other discount cannot be taken concurrently

## PROGRAM CHANGES

Details regarding this conference were confirmed and correct at the time of printing. LexisNexis reserves the right to cancel or amend the program details at any time if required.

## CANCELLATION

**SESSION 1:** Your registration will be confirmed in writing when full payment is received. We will refund your registration in full less a \$165 administration fee if notification is received in writing by 21 January 2008. If we receive written notification between 22 January and 4 February 2008 you will receive a 50% refund and program documents. No cancellation requests will be accepted after 4 February 2008. You may nominate a replacement, however no refund will be issued.

**SESSION 2:** Your registration will be confirmed in writing when full payment is received. We will refund your registration in full less a \$165 administration fee if notification is received in writing by 12 February 2008. If we receive written notification between 13 February and 26 February 2008 you will receive a 50% refund and program documents. No cancellation requests will be accepted after 26 February 2008. You may nominate a replacement, however no refund will be issued.

**SESSION 3:** Your registration will be confirmed in writing when full payment is received. We will refund your registration in full less a \$165 administration fee if notification is received in writing by 12 February 2008. If we receive written notification between 13 February and 26 February 2008 you will receive a 50% refund and program documents. No cancellation requests will be accepted after 26 February 2008. You may nominate a replacement, however no refund will be issued.

**SESSION 4:** Your registration will be confirmed in writing when full payment is received. We will refund your registration in full less a \$165 administration fee if notification is received in writing by 19 February 2008. If we receive written notification between 20 February and 4 March 2008 you will receive a 50% refund and program documents. No cancellation requests will be accepted after 4 March 2008. You may nominate a replacement, however no refund will be issued.

**SESSION 5:** Your registration will be confirmed in writing when full payment is received. We will refund your registration in full less a \$165 administration fee if notification is received in writing by 27 March 2008. If we receive written notification between 28 March and 10 April 2008 you will receive a 50% refund and program documents. No cancellation requests will be accepted after 10 April 2008. You may nominate a replacement, however no refund will be issued.

## IMPORTANT PRIVACY NOTICE:

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Tick here if you DO NOT wish to receive information about upcoming events

## PROGRAM OVERVIEW

With divorce cases on the rise, people are now more conscious of the need for alternative dispute resolution processes, a goal driven approach that will result in the best interest of all involved. Collaborative law involves lawyers, financial planners, family dispute resolution practitioners and other professionals to work as a team to employ problem solving skills to help clients participate in interest based negotiations. The program is developed in line with international best practice.

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- The role of the collaborative coach, child consultant, mediator and family dispute practitioner
- Working in the interdisciplinary collaborative team

## Four easy ways to register

**Phone** 1800 772 772  
**Fax** (02) 9422 2338  
**Online** [www.lexisnexis.com.au](http://www.lexisnexis.com.au)

**Mail** Conference Co-ordinator, LexisNexis  
 Locked Bag 2222,  
 Chatswood Delivery Centre, Chatswood NSW 2067

Please complete sections A, B and C

Program code: S1-PD3908, S2&3-PD3408, S4-PD4008, S5-PD4108

ABN: 70 001 002 357

YES! I would like to register for the collaborative law training program

**A STANDARD PRICE**

Full program (Save \$100) **\$1750.00 + GST = \$1925**

Lawyer – Session 1, 2 & 5

Financial Planner – Session 1, 3 & 5

Dispute Resolution, Mediator, Child Specialists – Session 1, 4 & 5

Individual session/s **\$450.00 + GST = \$495**

I will be attending the following session only:  Session 1  Session 2

Session 3  Session 4

Session 5 Workshop only **\$950.00 + GST = \$1045**

**B Payment Details** Payment is due upon registration

Enclosed is my cheque for \$ \_\_\_\_\_ made payable to LexisNexis

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Name of cardholder \_\_\_\_\_

Signature of cardholder \_\_\_\_\_

Charge to my LexisNexis account: \$ \_\_\_\_\_

Account no. \_\_\_\_\_

Signature \_\_\_\_\_

**C Delegate details** (for additional delegates please photocopy form)

Mr/Ms/Dr \_\_\_\_\_  
first name surname

Position \_\_\_\_\_

Organisation \_\_\_\_\_

Postal Address \_\_\_\_\_

Suburb \_\_\_\_\_ Postcode \_\_\_\_\_ State \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

YES! I would like to receive information on upcoming events via email.