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COLLABORATIVE FAMILY LAWYER

***WHY YOU AND YOUR CONTACTS NEED TO KNOW THAT SEPARATION
NEEDN'T MEAN WORLD WAR 3***

- What the public thinks of family and divorce lawyers.
- Family lawyers can make things worse: here's how.
- Litigation through to trial: like trench warfare for clients (attrition).
- Litigation unpleasant for family lawyers; the "three cornered problem".
- Lawyers try to change things: California.
- The idea appeals, training for it, and pioneering it.
- How it works.
- Four way "inside the tent".
- The ground rules: disclosure, behaviour, "stick with it".
- The benefits "not hand on heart cheapest".
- 10-15% source their own solution, and 10-15% want world war 3 – "cut off own nose to spite other's face".
- Appeals to "normal" people.
- They may disagree, they may be uncertain, but they don't want "trench warfare".
- Benefit 1: Pace – raise issue, deal with it, move on. No "letter lag".
- Benefit 2: Decision makers at same table. Set relevant agenda, without outside influence. Streamlined and focussed.
- Benefit 3: Whilst dearer than "home made solution", much cheaper than "full trial".

- Benefit 4 (the biggest): Stress lowered. Animosity removed. Clean slate – feeling of relief.
- Benefit 5: No sense of “I was screwed over”. No-one wriggled out of solution “unfairly” imposed.
- Benefit 6: No surprises at Court. The couple picks the outcome.
- Additional benefits where there are children: Children don’t see parents at war and don’t feel pressure to take sides. Less chance of children as pawns. Children learn you can disagree but be civilised – more “adult” than taking petty revenges forever.
- Why you need to know of this: Four in ten marriages (more unmarried partnerships?) break down.
- Your best employees, best customers/clients and even personal contacts may hit relationship difficulties.
- A bad divorce destroys people, therefore:
 - a. An employee may be so badly affected that he or she can’t do their job, i.e. bad divorce can hurt your business.
 - b. A client may be so badly affected he/she can’t work properly and they even cease to be a client of yours.
 - c. Be selfish, recommend collaborative law to protect people you value and get them safely through it so they can continue working for you or doing business with you.
- Remember, if you recommend a collaborative law separation and your staff member or customer has a positive experience they will love YOU for that, i.e. promote collaborative law as part of your service to staff or customers.
- Read www.collabfamilylaw.org.uk and if you would, refer the person in need to David Winnett at Hopkins Solicitors.
- Remember, someone to whom you recommend a collaborative law separation is likely to be very grateful and very positive about you.