

# Establishing A Successful Mediation Practice

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## Agenda

The decisions you make as you establish your practice will determine whether you build a profitable asset, as well as a financially and personally rewarding career. Speakers Laura McGee and Wendy Forrester have each taken different approaches in establishing successful mediation practices, and each approach has worked for them. They will share with you the wisdom gained from their experience to help you start up or hone your practice in a comitative marketplace.

**Laura McGee, Leave Strong Divorce Services    Wendy Forrester, Mediation Center**

How Became a Mediator	How Became a Mediator
Branding	Branding

Sources of Your Business	Sources of Your Business
Scheduling Initial Appointment	Scheduling Initial Appointment
Complimentary Consultation?	Complimentary Consultation?

Fee Structure	Fee Structure
Time Efficient?	Time Efficient?
Conflict Management Strategies	Conflict Management Strategies

<b>Transformative Process Strategies</b>	<b>Conflict Management Strategies</b>
<b>Your Role as a Resource Hub</b>	<b>Your Role as a Resource Hub</b>
<b>Tips to Be Sure They Understand their Agreements and Remaining Tasks</b>	<b>Tips to Be Sure They Understand their Agreements and Remaining Tasks</b>

Closing Letters to Set Expectations	Closing Letters to Set Expectations
Asking for the Testimonial/Referral	Asking for the Testimonial/Referral
On Going Resource for Modifications	On Going Resource for Modifications

