

## **Building Your Collaborative Practice**

### **Exercise 4 – The Initial Conversation**

1. What are the essential points you want to work into the conversation (your passion points, your message, client concerns, benefits of Collaborative process/working with you)?
2. How do you want to distinguish Collaboration from Litigation?
3. How will you qualify the client?
4. What are good questions to ask? (And why are you asking them?)
5. What will you say about Collaboration if it does not seem like the right fit for the client?
6. Now outline your talking points for the conversation, including all of the above. This should be an outline you can review prior to a meeting, and then look over after the meeting to see how you did.