

**DALLAS BAR ASSOCIATION COLLABORATIVE LAW SECTION
and the
GLOBAL COLLABORATIVE LAW COUNCIL**

Present

5TH ANNUAL CIVIL COLLABORATIVE TRAINING

September 23-24, 2009

8:45 a.m. to 5:00 p.m.

TWO DAY CIVIL TRAINING

15 hours of Texas CLE

Including 4 hours ethics, pending

September 25, 2009

8:30 a.m. to 4:30 p.m.

CIVIL COLLABORATIVE LAW SYMPOSIUM

7.5 hours of Texas CLE

Including 1.5 hours ethics, pending

Dallas Bar Association

Belo Mansion

2101 Ross Avenue

Dallas, Texas

For further information: www.collaborativelaw.us “Upcoming Events”

Sherrie R. Abney 972-417-7198

Lawrence R. Maxwell, Jr. 214-265-9668



**“A Civil Brand of
Dispute Resolution”**

**DALLAS BAR ASSOCIATION COLLABORATIVE LAW SECTION
AND THE
GLOBAL COLLABORATIVE LAW COUNCIL
PRESENT
5th ANNUAL CIVIL COLLABORATIVE TRAINING
Two Day Civil Training - September 23-24, 2009, 8:45 a.m. - 5:00 p.m.
Civil Collaborative Law Symposium - September 25, 2009, 8:30 a.m. - 4:30 p.m.
Dallas Bar Association
Belo Mansion, 2101 Ross Avenue
Dallas, Texas**

September 23, 2009

- 8:15 a.m. Registration
8:45 a.m. Welcoming Remarks and Announcements
- A 9:00 a.m. Interest Based Negotiation v. Positional Bargaining
An examination of how Interests, Rights and Power may be managed to bring parties to peaceful and lasting resolutions of their disputes.
- B 9:45 a.m. Role Play Developing Interests and Concerns
Participants will have hands on experience in discovering the interests and concerns of parties to a Labor/Discrimination Dispute. Focus will be on a non-adversarial style of communication.
- 10:15 a.m. Break
- C 10:30 a.m. Screening Clients for the Collaborative Process - Informed Consent
Participants will learn the importance of discovering "who" the client really is and how to inform clients regarding appropriate choices of dispute resolution processes.
- D 11:00 a.m. The Paradigm Shift - How do I get There from Here?
The "Shift" focuses on giving up the blame game and looking to the future and positive resolution by eliminating adversarial tactics and improving communication skills.
- E 11:30 a.m. Experts in the Collaborative Process
Defines who are possible members of the collaborative team and their functions in the collaborative process.
- 12:00 p.m. Luncheon Speaker - Hon. Marilea Lewis, Judge of the 330th District Court
- F 1:00 p.m. Transparency - Confidentiality - Privilege
These necessary elements of the collaborative process are reviewed in light of the team's ethical responsibility to each other and their respective clients.
- G 1:45 p.m. Case Study - Discovering Interests and Goals
Participants will role play the first step in the collaborative process with their focus on the interests and concerns of the parties and avoiding comments regarding fault or blame. The case study will take several twists and turns as new information is revealed and the parties move toward resolution.
- H 2:45 p.m. Ethical Considerations - Small Group Discussion
Discussions will consider various situations that can arise in the collaborative process and the alternatives that are available when problems arise.
- 3:15 p.m. Break
- I 3:30 p.m. Case Study Continued - Gathering Information
Participants will continue to the second step of the collaborative process and discuss the additional information needed to arrive at an informed decision and the possible use of expert opinions to interpret documents and other information.
- J 4:00 p.m. Review Forms - Minutes, Agendas, Checklists, Notebooks, Etc.
Review of a number of forms will be included in the materials which the participants may adapt for their own use.
- K 4:30 p.m. Assign Elevator Talk - Questions and Answers
5:00 p.m. Adjourn

September 24, 2009

- 8:45 a.m. Late Registration
- L 9:00 a.m. Case Study Continued - Brainstorm Options
Participants will role play developing options based on the interests, goals and concerns of the parties, information they have gathered, and any expert opinions they have received.
- M 9:45 a.m. Elevator Talk (Parking Lot Talk if You Are in a One Story Building)
One on one is the most effective method of spreading the news to the public about the collaborative process. Participants will develop their personal approach to the subject, and the winner gets a prize.
- 10:15 a.m. Break
- N 10:30 a.m. Introducing Collaborative Law to Other Lawyers
Methods of approaching the lawyer on the other side of a dispute to introduce the collaborative process and what to do if the other lawyer is not trained in Collaborative Law.
- O 11:15 a.m. Participation Agreement
Fitting the Agreement to the Dispute
- 12:00 p.m. Luncheon Speaker - TBA
- P 1:00 p.m. Interest Based Negotiation
New approaches to avoiding impasse
- Q 1:30 p.m. Ethical Puzzlers
Disclosure v. Privilege

- R 2:00 p.m. Case Study Continued - Evaluating Options and Reaching a Solution
Role play will continue with the evaluation of the options that have been developed. Those not appropriate will be discarded. When options are reduced to three in number, the parties will negotiate a solution in light of the parties' current interests, concerns and goals.
- 3:00 p.m. Break
- S 3:15 p.m. Transferring Collaborative Skills to Other Civil Cases
Participants will learn how to transfer collaborative skills to cases with potential adversarial outcomes, and the differences in collaborative and cooperative approaches to dispute resolution.
- T 3:45 p.m. Case Study Reports
4:15 p.m. Organizing a Practice Group
Review of the steps necessary to organize your own practice group
4:45 p.m. Questions and Answers
5:00 p.m. Adjourn

CIVIL COLLABORATIVE LAW SYMPOSIUM

September 25, 2009

- 8:15 a.m. Registration
- 8:30 a.m. Collaborative Practice in Health Care - Kathy Clark, PhD, JD, MAM, San Francisco
Using dialogue, disclosure and Collaborative Law to bring healing and resolution in healthcare disputes.
- 9:15 a.m. Ethical Considerations for Informed Consent - Sherrie Abney, JD, Dallas
Protocol for informing clients of dispute resolution options and assessing clients' ability to participate in the collaborative process.
- 10:00 a.m. Break
- 10:15 a.m. Jeff Brady - Brady Media Group - Real News Public Relations
Formerly an investigative reporter with Channel 8, Jeff is a master at helping you tell your story, and he will share ideas on how to get positive, free publicity for your practice as well as what you should look for in media marketing opportunities.
- 11:00 a.m. Civil Round Table - Michael Zeytoonian, JD, Boston, Kevin Fuller, JD, Dallas, Kathy Clark, PhD, JD, MAM, San Francisco - Moderator Larry Maxwell, JD, Dallas
Collaborative Growth on the East Coast, West Coast, and Texas
- 12:00 p.m. Luncheon Speaker - Peter K. Munson, JD, Sherman, Texas
Chair of the Uniform Collaborative Law Act Drafting Committee
The Anticipated Effect of the UCLA on Collaborative Practice
- 1:00 p.m. Starting a Collaborative Practice Workshop - Michael Zeytoonian, JD, Zeytoonian Center for Dispute Resolution, Wellesley Hills, Massachusetts
Practical considerations - Business Plan, Purpose, Financial Considerations, Staffing Alternatives, Location
Philosophical considerations - Is Your Practice Consistent With You and Your Style?
- 2:45 p.m. Break
- 3:00 p.m. Workshop Continued
Marketing Nuts and Bolts - Identify Your Services, Branding, Target Market
Public Education Challenge - Website, Blog, Articles, Press Releases, Hiring Marketing Consultants, Teaching and Presenting to Groups, Promotional Materials
System Issues - Fee Arrangements, Relationships with Team Members, Sharing Costs
Questions and Answers
- 4:30 p.m. Adjourn

Two Day Civil Training 15 hours of Texas CLE including 4 hours ethics, pending
Training Registration: \$425.00*

Early registration: \$375.00* must be received no later than September 11th
Judges, Law School Faculty, Law Students and Professionals licensed in 2004 or later: \$250.00*
Civil Collaborative Law Symposium 7.5 hours of Texas CLE including 1.5 hours ethics, pending
Symposium Registration: \$200.00*

Early registration: \$175.00* must be received no later than September 11th
Judges, Law School Faculty, Law Students and Professionals licensed in 2004 or later: \$125.00*
(Lunch and Parking Included)

*Members of the DBA Collaborative Law Section or GCLC will receive a \$50.00 Discount

To Register:

Mail Check payable to "Global Collaborative Law Council", 8226 Douglas Avenue,
Suite 550, Dallas, Texas 75225, 972-417-7198 or 214-265-9668;

OR

On-line at: www.collaborativelaw.us

OR

Fax to: 972-417-9655

OR

Email: info@collaborativelaw.us

REGISTRATION FORM
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Name _____ First Name for Badge _____

Organization _____ Title _____

Address _____

City/State(Province)/Zip _____

Telephone _____ Facsimile _____ E-mail _____

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_____ VISA _____ MASTERCARD _____ AMEX _____ DISCOVER

Account # _____ Expiration Date _____ Three Digit Code _____

Signature _____

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Judge, Law School Faculty, Law Student, Professional licensed in 2004 or later.	\$125.00*
Luncheon Only (September 23, 24 and/or September 25 @ \$25.00 per day).	\$ _____**
Less Discount for DBA Collaborative Law Section or GCLC Members	\$ (50.00)

Total Amount Enclosed. \$ _____

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**Lunch is included each day for Training and Symposium Participants

Cancellation Policy: For all events, \$30.00 of the registration fee is non-refundable. A full refund of the registration fee less \$30.00 will be given if cancellation is made up to 7 days before the event. Refunds within 7 days will be one-half the registration fee less the cost per registrant.

Texas CLE Credit Pending
Two Day Civil Training 15 hours including 4 hours ethics
Civil Collaborative Law Symposium 7.5 hours including 1.5 hours ethics
Texas State Board of Public Accountancy CPE Sponsor ID: 009475
Texas Board of Examiners of Professional Counselors CE Provider #525