



## **Ingredients:**

- Client Rapport
- Careful Listening
- Frequent Client Communication
- Effective Communication Skills
- Knowledge of Applicable Law
- Effective Issue-Spotting
- Candor
- Honesty
- Empathy
- Discretion
- Confidence
- Humility
- Grit

## **Directions:**

1. Meet with the client early and often. Build a sturdy crust of client rapport. Without it, this delightful dish will fall apart.
2. During each communication with the client, ask many questions but allow the client to do all of the talking. Most of the most valuable flavors will come from listening to the client talk.
3. The ingredients may not be ripe for this Negotiation. Making a negotiation when the ingredients are not ripe will result in a very sour-tasting dish. It is important to know when to put this on hold or simply call it off and move forward with litigation. (Although not always present, make sure to carefully inspect the ingredients for hints of abuse and power imbalances. If these pests are present, the ingredients are rotten and not fit for this dish.)
4. Add your knowledge of the applicable law along with effective issue-spotting skills. Doing so will result in little crystals of issues that likely need to be addressed before this dish may be fully baked, even if the client is unaware they exist. It is important to know the applicable law, including but not limited to, family law, tax, and property law. If added in effectively, your dish will be more solid and require much less rework.
5. Add healthy doses of Candor and Honesty. Clients have come to you for help. Do not tell them what they want to hear. Explain the applicable law to them with honesty and candor. They would rather hear it from you than the opposing party or a judge.
6. As you add candor and honesty, make sure to always blend in Empathy. If you cannot empathize with what your client is experiencing, your candor and honesty may deliver a very sour and repulsive taste to the client.
7. Discretion is not only a necessary ingredient, but also mandatory. Only divulge the client's secret ingredients when informed consent has been given or if required by law. Without their trust, your clients will spoil quickly, as will your law license.
8. Once the full set of ingredients have been blended in their proper amounts, proceed to bake the negotiation in the oven. It is best to bake it on a low temperature to make sure the ingredients fully incorporate for the best flavor. If baked too fast, you will likely have to bake it many times.
9. Throughout the baking process, remember to sprinkle in confidence, humility, and grit. These ingredients will tell you when it's time to take a break or walk away. Never be afraid to take a break. Never be afraid to walk away.
10. Allow the dish to properly chill before serving and putting away. Putting this dish away hot will result in a failed dish. And always make sure this is a dish the client and his/her counterpart can stand the taste of. There is no greater waste of time than baking something with all of the above ingredients only to discover the client cannot stomach to eat it.