



"...a very well-constructed workshop, prompted one to think...we were given a lot of tips...anybody interested in mediation should think about it...also extremely good value for money"

Anthony Fincham, Partner, CMS Cameron McKenna Nabarro Olswang LLP

BUILDING A MEDIATION BUSINESS

Expert Guidance in Making Money from Mediation

LONDON Tuesday 10 March 2020 09.30-17.30

A Bespoke One Day Training Course with **Andrew Goodman** and **Stephen Walker** offering *core tips* and *strategy* on how to generate significant income featuring

- What you are really selling.
- What makes clients choose you.
- Marketing mediation effectively.
- How you turn leads into bookings.
- What you do now and what you do next.
- Turning a fledgling practice into a serious business.
- How you move up from base level or your income plateau.

Take away an **action plan**. Learn tips and inside information from expert practitioners who have built busy mediation practices.

£395 + VAT per person includes workshop, catering and all course materials, pre-course exercises *and a personal one-to-one post-course Review Session by appointment* between 3 months and 6 months after the workshop. Additional mentoring available.

Maximum of 16 places per workshop. Book now or enquiries:

info@goodmanwalker.com t:07769 634136



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What past delegates have said:

" a very insightful workshop overall. Very useful and helpful guidance provided and at times the attendees were challenged to assess where they were currently, where they wanted to be and the steps they would need to take to achieve those objectives. All delivered in an easy going and relaxed atmosphere. There was a very good rapport between the presenters and the attendees, and the attendees themselves, which added enormously to the benefits of the course. ..Excellent and a must for anyone looking to forge a career as a mediator"

John Abbott, partner, Laytons

"Very good. Having such a small group enabled us to talk about our individual situations and I liked the fact that the Workshop was not overly structured and allowed continuous dialogue and interaction. I also liked the fact that Andrew and Stephen jointly led the Workshop, each with their own perspectives on certain questions.

Clive Douglas, Mediator

"Very useful content and well presented. Andrew and Stephen were inspirational and helped me identify a workable strategy to market my mediation practice."

Solicitor and Mediator

"Well presented-no time wasting-good advice-assuring as well as critical. Very empowering and encouraging. "

Solicitor Mediator

"'Contained lots of information I didn't know and needed to...gave me a number of new ideas'

Barrister Mediator

'A well-thought-out programme, challenging, thought-provoking...it has galvanised my mediation practice development'

Solicitor Mediator, Newcastle

'A great help and reassurance that I'm on the right lines. A great team. Very easy to talk to. I came away re-energised.'

Consultant Physician and Medical Mediator, Berkshire

" an excellent course which ran through the business of mediation with a well-balanced and thorough process. The tips learnt today were practical and realistic about setting yourself up as a mediator and building your practice. Having two coaches with different opinions was useful - there is no single answer to establish a mediation practice... Great day thanks!"

Solicitor and Mediator.

Please visit <http://www.goodmanwalker.com/testimonials/> for many more