



Building a Successful Mediation Practice  
March 19-20, 2026 Online  
Forrest “Woody” Mosten, Principal Trainer

## **BUILDING A SUCCESSFUL MEDIATION PRACTICE:** **COURSE AGENDA**

MARCH 19-20, 2026

Day 1: Thursday, March 19 Developing Your Mediation Signature & Building Your Mediation/Collaborative Practice to Financial Stability	
9:30am PT (12:30pm ET)	<b>Welcome and Introductions</b>
	<b>Developing Your Peacemaking Signature</b> <ul style="list-style-type: none"><li>• Use of Mediator Self-Survey</li><li>• Peacemaker View of Clients and Ourselves</li><li>• Kaizen: The Commitment to Continual Change: A Daily Practice</li></ul>
	<b>Making Peacemaking Your Day Job</b> <ul style="list-style-type: none"><li>• How a Full Time Non-Court Practice Can Improve Your Profitability</li><li>• Expanding Outcomes for Separating Parties – Using IACP Research</li><li>• Compassionate Healing: Differentiating Your Practice</li></ul>
10:30am PT	<b>Guest Speaker</b> <ul style="list-style-type: none"><li>• Converting High Conflict Potential Clients to Mediation</li></ul>
11:30am – 12:00pm PT	<b>BREAK</b>
	<b>Designing a Practice Model That Works for You</b>
	<b>Building an Interdisciplinary Mediation Team Frameworks</b> <ul style="list-style-type: none"><li>• Understanding Uni-Disciplinary, Multi-Disciplinary, and Inter-Disciplinary Perspectives</li><li>• Coaching Clients in Mediation</li><li>• Use of a Disqualification Clause in Mediation</li></ul>
2:00pm PT (5:00pm ET)	<b>Training Day Ends</b>



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Day 2: Friday, March 20 Enhancing Your Mediation/Collaborative Practice to Profitability and Life-Work Balance (Advanced)	
9:30am PT (12:30pm ET)	<b>Highlights from Day #1</b>
	<b>Retooling Your Client Consultations</b> <ul style="list-style-type: none"> <li>• Cutting Edge Talking Points for the First Client Meeting</li> <li>• Informed Consent as a Practice Building Tool</li> </ul>
	<b>Getting More Cases</b> <ul style="list-style-type: none"> <li>• Advanced Marketing Strategies</li> <li>• Prevention and New Family Relationships Supplementing Dispute Resolution</li> </ul>
10:30am PT	<b>Commitment to Family Peace as Practice Development Tool</b>
11:30am – 12:00pm PT	BREAK
	<b>Creative Protocols to Enhance Your Mediation Practice</b> <ul style="list-style-type: none"> <li>• Advanced Confidentiality Issues</li> <li>• Use of Litigators During Mediation</li> <li>• Closing the Mediation with Informed Consent and Conciliation</li> </ul>
	<b>Flexible Mediation and Collaborative Models</b> <ul style="list-style-type: none"> <li>• Collaborative Cases Without Client Meetings</li> <li>• Use of the Litigation Freeze</li> <li>• Mediators Facilitating Parties Selecting Their Consulting Attorneys, Mental Health, and Financial Professionals</li> </ul>
	<b>Putting This Training into Immediate Action</b> <ul style="list-style-type: none"> <li>• Creating Your 2026 Strategic Plan               <ul style="list-style-type: none"> <li>○ Your Mission Statement</li> <li>○ Website &amp; Brand Alignment</li> <li>○ Putting Your Peacemaker Self-Survey to Work</li> <li>○ Visioning Your Practice Success Through Peacemaking Values for Profitability and Personal Satisfaction</li> </ul> </li> </ul>
2:00pm PT	<b>Training Day Ends</b>