

Schedule "A"

Collaborative Negotiation

Steps For Effective Problem-Solving

Step 1 BUILD THE FOUNDATION

- Introduction and overview of the collaborative process
- Consider the need for other professionals-coaches/financial experts

Step 2 GATHER AND EXCHANGE INFORMATION

- Identify goals, needs and interests
- Identify what financial information is needed
- Agree upon and initiate any joint valuations

Step 3 IDENTIFY CHOICES

- Explore widest range of possible solutions
- Consider everything, rule out nothing

Step 4 EVALUATE CONSEQUENCES OF EACH CHOICE

- What would each option bring for each person and the children?
- Consider immediate, intermediate, long-term impacts

Step 5 COME TO A DECISION AND IMPLEMENT DECISION

- Generate settlement proposals that satisfy interests of both
- What do you see as the best decision for both?
- Prepare Separation Agreement incorporating joint decisions