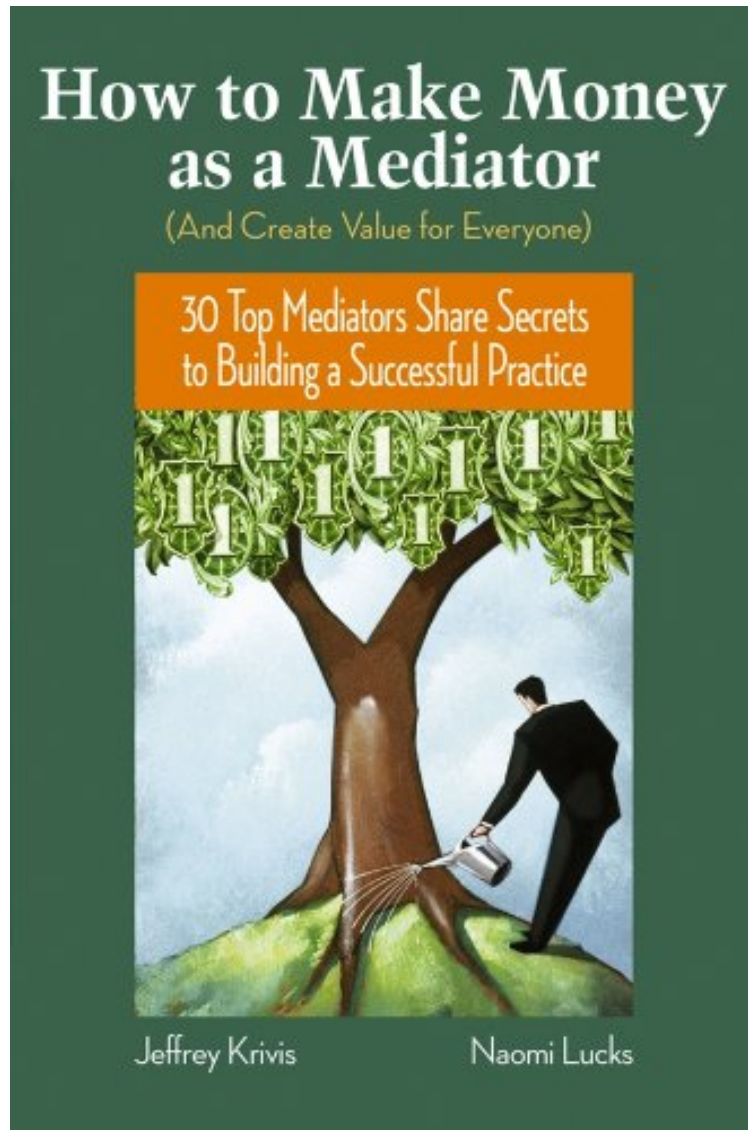


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How To Make Money as a Mediator (And Create Value for Everyone): 30 Top Mediators Share Secrets to Building a Successful Practice

Jeffrey Krivis, Naomi Lucks

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2 of 2 people found the following review helpful. Entertaining - not as informative as doing your own interviews with successful practitioners
By Peter B
The book is interesting insofar as it gives the reader access to mediators from whom the reader might otherwise never receive insight into being a mediator. In it the author is not discouraging to people who want to become mediators. The book's format lacks the practical how-to that the title implies.
6 of 6 people found the following review helpful. Good read for anyone thinking about a mediation career
By Don C. Hampton
This could be an important read for someone considering a mediation career. My 15 years as a mediator has confirmed what the author says, that it's a lot of work. I have taught many mediation classes including students who were heading into the field with stars in their eyes. It's great fun and very rewarding but lots and lots of work. Much more than the 40 hour a week job I had before. An important point the author makes is that no one is looking for a mediator who specializes in every type of case. They want someone with expertise that will solve their problem.
dch2 of 2 people found the following review helpful. save your money
By rds
This book is basically a series of interviews with experienced mediators. While there is a nugget to be found here and there, the book basically tells an aspiring mediator to be trustworthy, calm, nice, and neutral. Duh!

How to Make Money as a Mediator (and Create Value for Everyone) is an invaluable and inspirational resource filled with practical, proven, and down-to-earth information on how you can develop a satisfying and lucrative career as a mediator, no matter what your area of interest—labor and employment mediation, intellectual property, environment, personal injury, family and divorce, contract, securities, or international peacekeeping.

"When parties are truly committed to settling a large case, they are willing to pay what it takes to get the done . . . " (Dispute Resolution Journal, Sept 2007)
From the Inside Flap
How does a lawyer, Ph.D., certificate-trained mediator, or someone just getting started in their career get established as a well-paid conflict resolution professional? How can you be the name that repeatedly shows up on the short list of people who are looking for mediators? How to Make Money as a Mediator (and Create Value for Everyone) is an invaluable and inspirational resource filled with practical, proven, and down-to-earth information on how you can develop a satisfying and lucrative career as a mediator, no matter what your area of interest—labor and employment mediation, intellectual property, environment, personal injury, family and divorce, contract, securities, or international peacekeeping. Authors Jeffrey Krivis and Naomi Lucks recruited top mediators to give readers a behind-the-scenes look at how they achieved success in this highly competitive profession. These leading mediators offer insights into their backgrounds, their decision to commit to mediation, and their choice of specialty. They also share trade secrets and personal tips: what it takes to be a top mediator, their approach to marketing and networking, keys to getting referrals and keeping clients, their personal experiences in learning the business aspects of mediation, the value of education and specialized training, and much more. These well-known mediators are candid about their financial successes and failures, where they are now, and what the future holds. For anyone who is considering entering this dynamic and growing field, their advice is invaluable. How to Make Money as a Mediator is your hands-on guide for achieving the financial success and professional satisfaction that comes with the privilege of being able to work every day at a job you are passionate about!
From the Back Cover
Learn How You Can Make Money as a Mediator from These Experts
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