



Worksheet 106 - Why mediation works with Farley Tolpen

This week we've invited Farley Tolpen to join us.

Farley is a lawyer and an accredited mediator and became the CEO of Mediation Experts in 2013.

He became a mediator because he came to realize that the courts are broken.

Mediation offers a much cheaper and more effective alternative.

Farley has litigated many cases over the years and that has helped him become a good mediator.

“One thing they don't teach you in law school is life experience,” he says.

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The courts are broken

One of the biggest reasons to use a mediator is a cost.

The courts can take years while a mediator will take just a few months.

The savings in time and money is enormous.

The other benefit of mediation is that it can be a healing process.

Disputes among business partners, for example, can become very ugly.

Farley tries to understand the root of the issue on both sides.

What's really driving this problem?

He builds a rapport with both sides in order to build up trust.

List some disputes or grievances you could try and solve using mediation.



The four agreements

In mediation there is something called “the four agreements”.

They are:

- **Be impeccable with your word.**
- **Don't make assumptions**
- **Don't take things personally**
- **Always do you best.**

The hardest thing to do in mediation is to not take things personally. It's not the place for the mediator to make judgments.

The ultimate result is going to come from the parties not the mediator.

The four agreements are useful not only in mediation.

They're good rules to live by.

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Write down some examples in your life where you could use the four agreements.

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Learn more by ordering the book

Whether you want to have a large company or a small lifestyle business, you must pay attention to the legal aspects right from the start.

The Business Legal Lifecycle is a handbook for you to use in your business on a regular basis.

The key areas that Jeremy Streten covers in the Business Legal Lifecycle are:

How to successfully set up your business

Why and when you need to pay attention to the legal aspects of your business

Who you should consult with along your business journey



BusinessLegalLifecycle.com.au