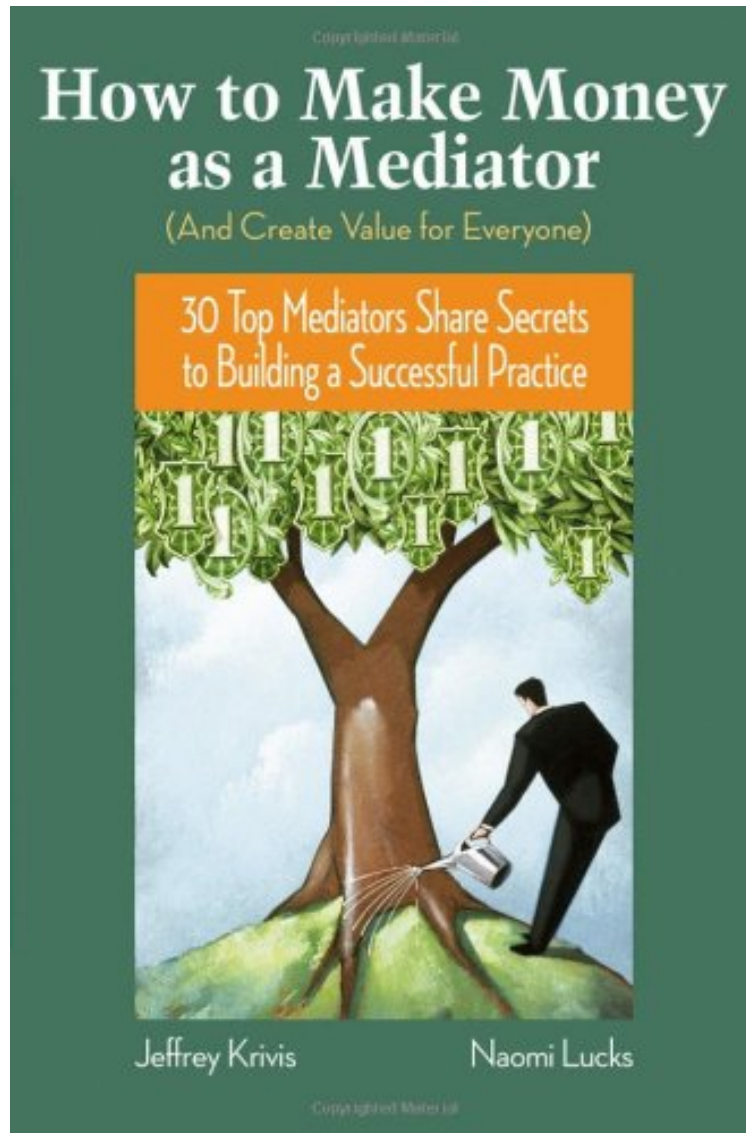


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# How To Make Money as a Mediator (And Create Value for Everyone): 30 Top Mediators Share Secrets to Building a Successful Practice

*Jeffrey Kravis, Naomi Lucks*

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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.  
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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.