



# Setting Up in Business as a Mediator

*Stephen Walker*

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## **Setting Up in Business as a Mediator** Stephen Walker

Concentrating on the market in England and Wales, but drawing on the experience of mediators who have successfully developed practices in other countries, *Setting Up in Business as a Mediator* is a practical guide to starting a mediation practice.

Aimed at all types of mediators, it explains the need for a clear plan and what that plan should include. Remembering that a mediation practice is a business, it demonstrates the need to know your product and market in order to generate business, through sales and marketing. It shows you how to build your profile, find a mentor, differentiate yourself from other mediators, and how much to charge.

Whilst the core of *Setting up in Business as a Mediator* is civil and commercial mediation, it also draws on the experiences of those who have developed mediation practices in other areas such as family and workplace mediation.

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