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# Adviser workshop: working with mediators to help divorcing couples

by William Robins



**Carl Lamb explains how he has been able to work alongside solicitors and mediators to develop another facet of his company's services.**

## Carl Lamb

Managing director, [Almary Green](#)

The IFA qualification you need for this area of work is G60 or AF3. Then you must attend a resolution course at The Law Society to become an accredited adviser. You also need three years of pensions advice behind you.

I have always been interested in this aspect of work and after I had the qualifications it just started to build up. However, if you were running a business off this kind of work you would go bust. The true value is in the relationships you create.

What happens is the client sees their lawyer about a divorce and there is some pension or other financial issue that comes up. The lawyer then brings an adviser in as an expert witness, all paid for on a strictly fee-only basis.

What tends to happen is a five-way meeting; two clients, their lawyers and yourself. Acting as the adviser you can work for one or both of the clients at the meeting.

## Different approaches

You can just make recommendations or you can implement them as well. It depends on whether you are working collaboratively or non-collaboratively.

If you are working collaboratively then often you work on the basis that you are giving general advice and they pay you for your time. However, if you are working on

a non-collaborative, 'blood on the wall'-type case then you make specific recommendations for one or both parties.

In collaborative work you put together an agreement where everybody states what their expectations are.

I have subsequently taken on clients and it does bring in some work but probably less than 5% of overall business. But it has an effect of highlighting our profile. It helps you come across to lawyers as a general good egg.