

YOU CAN'T MAKE MONEY DOING THAT!

How to dispel your
worries and just start
making money
mediating!



Introduction

You are a peacemaker. Among your friends, family, and colleagues, you are the one who brings people together to discuss their problems and come to agreements. You are trusted and seen as wise. So many people have told you that you should become a professional mediator, but you aren't even sure if that's a job, let alone how you would do that!



Luckily, we at CommonSense Mediation Academy have helped many people like you learn how to monetize their natural abilities to assist people negotiate and come to agreements that are mutually satisfactory and sustainable.

In the next few pages, you will get an overview of some ideas that you can implement today to start on your journey of becoming a professional mediator.

At the end of this book, if you are still hungry for more information, check out our course **Making Money Mediating**, now available on-demand!



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Negotiating and peacemaking come naturally to you. Maybe you're a middle child and always found yourself mediating between your siblings. Or maybe you're in a friend group where you are constantly the one peacemaking between your friends when they get into arguments. Your natural abilities to help people come together and make agreements is an asset, but you've never been confident that it can be monetized.



You might look around and not see a lot of professional negotiators at work. You look and only find lawyers, and you don't have a law degree, so you're feeling a little hopeless. When you search for "mediator jobs near you", there are zero results, and the search engines asks you "do you mean mediation?". You feel discouraged and think to yourself "I obviously can't make money doing this".

But guess what, you can make money being a mediator! Many people who have worked with our Academy and acquired training even before our inception, have successfully been monetizing their peacemaking skills for years! How did they do it, you ask? Well, a little bit of tenacity, a splash of love of learning, and a whole lot of entrepreneurial skills!

Options for Monetizing Mediation

The first, and by far, most popular way to make money mediating, is to get a contract working with a business that provides mediation services.

Search in your area for organizations that provide mediation services. Sometimes mediation is provided through government agencies, and those agencies will have an application process and educational requirements they can provide to you.

Mediation might also be offered through private companies in your area, insurance companies, youth support agencies, or the like. Be creative with your search terms and search keywords such as “dispute resolution”, “negotiation”, and “conflict resolution”.

Another popular way to monetize your mediation services is to get files through a dispute or conflict resolution agency roster. There might be a regional dispute resolution agency in your area, or you might have to look nationally. These types of organizations usually require membership and then a base amount of mediation education to have their members eligible to receive mediation files through their roster.

Some folks get a position in Human Resources and as part of their employment they provide mediation services internally. Other folks might work in Client Relations and provide mediation services between clients and their company.



If you are interested in this type of job, investigate the kind of company you want to work for and contact them to inquire as to whether they have a position like this, and if so, what the application process would be and what educational requirements they might have. For these types of jobs, the educational requirement might be high and include not only introductory mediation training, but also a bachelor's degree in a specific field. Do not let this discourage you! If you are the right person for the job, you will find the right job for you! Even if it takes a little longer than you originally anticipated to get the education you need, if it's really what you want to do, it will be worth it in the long run!

The other most popular and profitable way to make money mediating is to hang up your own shingle and become an entrepreneur mediator. The first step in doing this is likely for you to seek out and take some intro training, then to get some insurance, and then to begin marketing your services.

Network and tell everyone you know what you are doing. It might be slow to start, but eventually you will build a clientele and soon you will have to start referring elsewhere because you are too busy! There are very few professional mediators out there who effectively market, so if you hack it, you will likely end up with more work than you can manage!



Professional Development

A great way to make connections is to be engaged in ongoing professional development. If you are just starting out, you will need to take introductory mediation training anyway, so start there and then look for more advanced training you can take.

You might also want to hire a business coach or get in with a group of likeminded professionals who will challenge you and push you to succeed. Groups like these might be specific dispute resolution organizations or they might be more focused on the general side of building businesses.



Regardless of the specifics, these types of groups generally call-in speakers, have suggested reading, and the like.

Keep your ear to the ground and your eyes open for opportunities like these. Most businesses are built primarily on word-of-mouth and referrals, so if you get a good group of like-minded professionals in your corner the work will be endless!



Conclusion

Though it might be difficult to comprehend that you can make money doing something that comes so naturally to you, if you are passionate and have the tenacity, you can have a viable and fruitful career as a professional problem-solving, peacemaker. If you want help learning tips and tricks and building your business plan, we highly recommend you register for our on-demand course ***Making Money Mediating***. We also welcome you to join our network of dispute resolution professionals at the Saskatoon Mediation Practice Group, to register, email us: admin@commonsensemediation.ca

