



Divorce Money Makers

*Things to Say or Do to Make Your Divorce
Less Painful and Less Costly!*

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INTRODUCTION:

This eBooklet will give you many things to say to your soon to be ex-spouse while you are trying to negotiate your divorce.

The items listed here were not made up out of thin air, they have been experienced, witnessed and viewed after years of working with clients in a [very successful law practice](#).

If you follow the advice here, and actually put it into practice during your divorce, your divorce will be a lot more friendly, less expensive and more bearable over all.

Your divorce does not have to be a root canal, it can be settled without excruciating pain and you won't have to give up your entire wallet in the process.

Let's get to the tips. **On the following pages you will find many tips of what to say.** If you would like to find more tips on What you **SHOULD NOT** do please check out **Divorce Money Grabbers: The Wrong Things to Say and Do during Your Divorce.**

Now, let's get started going through the tips about what to do and say during your divorce.

Do use a calm and comforting tone of voice. This is an excellent tool for displaying sincerity and compassion.

Do be respectful. People worry about their self-respect. They want to tell their friends and family they negotiated a good deal. Be sure your spouse leaves the table with some satisfaction and some bragging rights.

Do realize that by fighting, you never get enough.

Do realize that by yielding, you get more than you expect.

Do avoid aggravating your spouse.

Do listen to what your spouse says and convince them you heard every word they said.



Do know what to say and when to say it. *Then say it nicely.*

Do remember that someone has to be nice first, or a calm and quick settlement is not going to happen.

Do act nicely toward your spouse, no matter what.

Do adopt early settlement as a goal and ask your partner to do the same.

Do tread softly at the beginning of negotiations. A helpful atmosphere created right from the start is vital to your overall chances of settlement.

Do warm up your spouse and get on their good side (as best you can) before talking about money.

Do try to find some common ground that the two of you can agree upon. In fact, generally try to do this whenever you can. Write these items on a piece of paper and keep them face up on the table for both of you to see.

Do be very careful of your first reaction. Anticipate that you will hear something that will infuriate you and be ready to deliver a non-offensive response.

Do get their signature today; you can always be right tomorrow.

Do remember, no one has ever changed history by complaining about it.

Do proceed at your spouse's pace, not yours.

Do try to put your own needs aside momentarily and imagine yourself in your spouse's reality.



Do keep an open mind. You never know when you or your spouse may say something that you can use later as a stepping stone to a settlement.

Do try to listen with the intent to understand your spouse's point of view.



Do try to get into your partner's world.

Do hear between the lines.

Do catch the flow of what they are saying and ride along with it.

Do repeat their words back to them, maintaining their point of view, not your own.

Do assume, or at least pretend, that there is a lot to learn from what your spouse has to say.

Do try to assume the most "listening" position you can.

Uncross your hands and legs, sit up straight on the edge of the seat, face the speaker, and lean forward. And, of course, maintain eye contact.

Do be aware that your facial expression can indicate negativity.

Do maintain a smiling face with *direct eye contact*.

Do understand that no one changes their mind until they have been heard and until they know they have been heard.

Do show that you want to understand your spouse's position by asking supporting questions.

Do remember that listening can change both the speaker and the listener.

Do know that your partner won't listen until you have first given them a reason to listen.



Do remember that reciprocal listening helps to change minds.

Do recognize that listening is your red carpet to reestablish trust.

Do flinch or react with mild surprise when they make a proposal. They are watching for your reaction. A flinch indicates you can't (not won't) accept their proposal. It is a polite way of indicating your disapproval. People believe what they see more

than what they hear. You can usually expect a softening or concession after a credible flinch.

Do control your initial reaction to their new attitude because, at that moment, you hold the future of your settlement conversations in your hands.

Do be respectful and move on to the next topic before you say or do something to put them on the defensive.

Do give your spouse ample opportunity to explain how they see things. At the very start, they need to speak for at least 45 seconds straight in order to sense that you care about hearing their side.

Do acknowledge their point of view and agree with them whenever you can. However, preface your statement of agreement in light of your experiences. For example, "I can see why you are asking such a stiff price. That makes sense based on what you have been told, but my experience brings me to a different conclusion..."



Do keep in mind that if you must mention your spouse's objectionable behavior, do so only in the content of how the

behavior affects you. For example, if your spouse accuses you of being greedy, respond by saying, "I feel hurt and frustrated when I hear you say something like this." It gets your point across without you having to challenge their words.

Do anything you can to stop or reverse things when the discussion takes a downturn. Say, "This means a lot to me, but I'm afraid I may have derailed myself. I would sure like to start over again; is that ok?" I promise not to go in the same direction I just did."

Do you understand that listening to the cheapest concession you can make.

Do be the one who is learning, not the one who is teaching.

Do understand that the way to persuade your spouse to be reasonable is by listening to why they think their position is reasonable.



Do show understanding for your partner's position.

Compassion and understanding stimulate compassion and understanding. What you give may come back buttered.

Do step back from your spouse's emotional outbursts, verbal barrages, innuendos, hateful looks, etc.

Do look at things from a different angle. Pretend you are in the balcony watching two actors playing you and your partner on the stage below. The same words that would normally get us heated up can sound downright laughable when the actors say them.

Do treat your spouse with dignity. Your spouse may just decide to return the favor.

Do show your partner that you are willing to compromise. They may just decide to reciprocate.

Do refrain from defending yourself. Don't even think about it.

Do tell yourself how much their outburst is going to help the chances of settlement. Most settlements don't occur until at least one blow-off per spouse has happened.



Do look at the big picture when your blood starts to boil. Look at the negotiations as a whole – as if they were a forest. If your spouse is unreasonable on one or two terms, don't isolate them in your mind. See them as just one or two trees in an otherwise healthy forest.

Do recognize that need to manufacture lag times before responding when your spouse presses your buttons. Creating lag time seems difficult, but waiting three seconds isn't. Focus on the three seconds, and the rest takes care of itself.

Do disconnect from your anger if you hope to get your spouse to see things your way. Anger doesn't sell anyone on anything.

Do keep your cool. When your spouse gets mad, don't get mad back. Never respond by saying things like, "Don't you dare talk to me in that tone."

Do force yourself to be curious about your spouse's perspective. Try to make a space in your own mind to store their viewpoint along with your own.

Do display keen interest in your partner's concerns. When they make a proposal you don't agree with, do not shoot it down in its infancy.

Do ask for an explanation of the feelings that governed their thinking while they were developing their proposal. Once you learn their feelings, attempt to dig deeper for further elaboration.

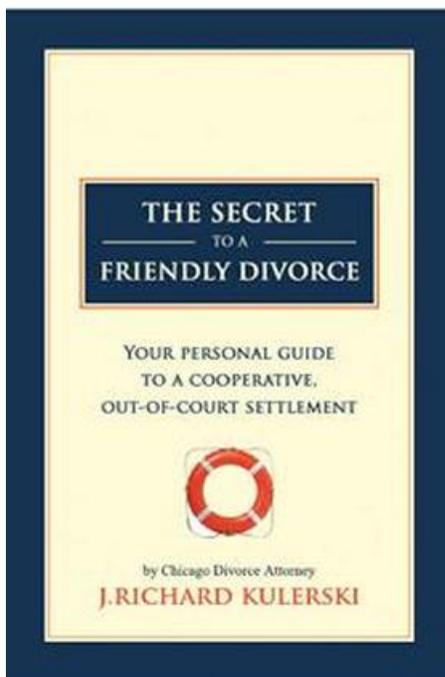
Do ask, "What are your concerns?" This goes much further than saying, "Here's what I think is fair."



Do remember that it does not cost you to "allow" your spouse to have a differing viewpoint. Show that you are receptive to hearing it and that you will try to understand it.

Do remember that your spouse has had different life experiences, and it is perfectly normal for them to see things differently.

Remember to check out our other eBooklet: **Divorce Money Grabbers**: *The Wrong Things to Say and Do during Your Divorce.*



No one is pretending that divorce is easy or painless. But by keeping these tips in mind both you and your spouse will walk away feeling confident and respected, rather than humiliated and angry.

Remember, you're likely going to have contact with your spouse for many years to come, and beginning this new phase of your relationship with hurt and distrust will only lead to greater difficulties and misunderstandings down the road.

For a more in-depth look at negotiating the best possible outcome for your divorce – including tips for staying out of court and reducing those high legal fees – check out my book, [The Secret to a Friendly Divorce](#). It contains 40 years of legal experience laid out in an easy-to-read style, and provides just the advice you need in order to prosper – and even flourish – during this difficult time. [Grab your copy today, and get started building a new "happily ever after."](#)