1. Family Law Practice and the First Interview

This chapter begins by identifying the skills that family lawyers must possess. These include technical skills such as advocacy, interviewing, negotiation, and writing; and ‘soft skills’, i.e. interpersonal and organizational skills, such as persuasiveness, tact, diplomacy, and time management. The discussion then turns to the professional conduct issues that are crucial to seeing a client for the first time, including confidentiality and money laundering. It also considers the importance of the first interview with the client and the client care letter.
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