

## The Collaborative Mentor Scorecard

To help you clearly understand your current situation, try *Our Scorecard Exercise*. Rate your reactions to each pair of phrases. Decide where you lie on the scale from 1 to 10. Add up your total from each column.

I am not sure how to start my collaborative practice.	1	2	3	4	5	6	7	8	9	10	I have a clear vision of the future of my collaborative practice.
I have no hands-on experience.	1	2	3	4	5	6	7	8	9	10	I have advanced practical experience.
I have no successful collaborative practice files.	1	2	3	4	5	6	7	8	9	10	All of my collaborative practice files are successful.
I worry that clients won't trust me.	1	2	3	4	5	6	7	8	9	10	I am satisfied that I inspire trust in my clients.
I am not confident about the other lawyer's collaborative skills,	1	2	3	4	5	6	7	8	9	10	I know how to use 'best efforts' to compensate for the other lawyer's apparent lack of skills.
I don't understand the team approach.	1	2	3	4	5	6	7	8	9	10	I am comfortable to initiate a team approach.
I don't know how to screen potential clients for the collaborative process.	1	2	3	4	5	6	7	8	9	10	I successfully screen potential clients.
I am not confident to create options for resolution.	1	2	3	4	5	6	7	8	9	10	I offer practical options, which resonate with clients.
I do not have enough clients.	1	2	3	4	5	6	7	8	9	10	I have as many high quality clients as I would like.
I am not growing my business to its full potential.	1	2	3	4	5	6	7	8	9	10	My business is growing to its full potential.
ADD COLUMN TOTALS											YOUR SCORE _____

**Why did you give yourself this score? What do you think you need to do to improve it?**



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