



## 152: Don't leave the elephant in the room - with Diane Mader

### About Diane Mader

Diane Mader is a divorce attorney with 30 plus years of experience practicing divorce law and mediation in Wisconsin. Diane's goal is to teach everyone who seeks a divorce on how to have a good divorce. Divorce doesn't have to be a disaster. Diane urges people to define divorce as a future-focused planning process. Divorcing parents must find solutions to parenting conflicts. Critical financial decisions must be made. Invest in your future by hiring a talented guide through the divorce process.

### How long have you been practicing divorce law and how has your marketing of it changed over the years?

*"You can imagine with more than 30 years in the same field, things have changed a lot. And I think the way it all started for me is like most baby lawyers when I started, I went in with a mentor who had a practice. And he agreed to take me in for zero pay, but good experience..."*

### What is mediation and why do you think it is a better divorce process?

*"Collaboration is a fancy way to do mediation, in my idea. And it can be so helpful, especially if you have people who are at very different, let's say power imbalance. There's a power imbalance between the parties..."*

### Can you share with me your most successful or favorite networking story/experience that you've had?

*"as a mediator and as a lawyer, most of my referrals come from past clients. And there's only so much networking you can do with past clients... last summer a former client emailed me and said my son is getting divorced, would you be the officiant..."*

### How do you stay in front of, or best nurture your network community?

*"I wear my integrity on my sleeve. That's the best way to nurture networking with my clients..."*

## Digital networking or traditional networking?

*"Personally, I love digital, because I am a writer. It really gives me the opportunity to get my message out in a consistent way. I'm also actually an introvert so the personal networking in a group is not easy for me but I'm good at it..."*

## If you could go back 20 years, what would you tell yourself to do more or less of regarding your career?

*"I would tell myself to do what you did Diane, which is to follow your north star. Don't end up trapped in a traditional practice of whatever type that doesn't speak to you."*

## We've all heard of the 6 degrees of separation... Now, who would be the one person you'd love to connect with and do you think you could do it within the 6th degree?

*"I would love to connect with President Jimmy Carter, and his wife Rosalyn as well. Jimmy Carter has always been a personal hero of mine because of his peacemaking and I really believe he was undervalued as a president because of his peacemaking..."*

## What book are you reading right now?

*"...I listen to Rhonda Noordyk's, she's a Milwaukee person and hers is about financial wellness. I listen to that and I was a guest on it. I listen to Kathy Heller..."*

## Any final words of advice for our listeners?

*"be yourself, be authentic, be kind, be compassionate, have empathy. Remember its how you make the person feel that they remember..."*

You can get in contact with Diane at:

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