Divorce Law Practice (Part 2)

Harvey L. Zuckman

*The Catholic University of America, Columbus School of Law*

Follow this and additional works at: [https://scholarship.law.edu/scholar](https://scholarship.law.edu/scholar)

Part of the [Family Law Commons](https://scholarship.law.edu/scholar)

**Recommended Citation**

Part 2 of an overview of divorce law practice deals with custody and visitation arrangements, pretrial activities, and the negotiation of separation and property settlement agreements. Part 1 discussed the initial interview, the problem of multiple clients, and the three kinds of separation agreements.

Virtually no lawyer welcomes a contest over the custody of children. Often, a custody dispute is ostensibly based on a parent's sincere concern for his offspring, when, in fact, it is a

Nathaniel E. Gozansky is Professor of Law at the Emory University School of Law, Atlanta, Georgia. He served as Regional Director of the Office of Employment Opportunity Legal Services and Chairman of the Family and Juvenile Law Section of the Association of American Law Schools.

Marianne K. Renjilian, with the Washington, D.C., law firm of Sachs, Greenebaum and Tayler, is a member of the District of Columbia and Maryland Bars.

Harvey L. Zuckman is Professor of Law at the Catholic University of America School of Law, Washington, D.C. He is an Academic Consultant to the Family Law Reporter, and coauthor of COMMUNICATION LAW IN A NUTSHELL (West Publishing, St. Paul, 1977).
vehicle for expressing contempt and hostility for the other spouse. Even when demands are sincere and rational, the importance of the decision has led to the suggestion that when custody is in dispute, the children should have counsel of their own.

If the issue of custody goes to trial, the parents must be prepared for a stressful experience. The question before the court will be which parent is to have primary control of, and responsibility for, the care and upbringing of the children, and in whose home the children are to reside the majority of the time. While there is data that can provide some basis for predicting the outcome, changing attitudes in our society raise the risk of an unanticipated decision. In addition, many courts will order an investigation of the family, thus substantially intruding on individual privacy. Further, in disputed custody cases, children other than preschoolers will normally have to appear in court, either in chambers or in the courtroom.

Fortunately, regardless of their initial position, most parents are able to recognize the potential hazards of custody litigation and resolve the issue between themselves, even when they are unable to agree on the economic matters.

MATERNAL PREFERENCE

During the past 50 years, custody disputes have been resolved by a presumption, known as the "maternal preference rule," that the best interest of a child of tender years requires the care of the mother. The rule is beginning to give way to a standard favoring the parent who has dominated the child-care activities.

Because the maternal preference rule is inherently gender biased, it may be constitutionally infirm. Even if it is not, today children are reared in households where parental roles are not as rigidly defined as they once were. Since an increasing number of fathers share in daily child care—either because both parents are gainfully employed or the mother is unwilling to surrender or defer her career objectives in favor of household management—courts are more likely to look for the dominant parent, rather than presume that the mother plays that role. Further, the number of legitimate conflicts over who should be custodian will probably grow in the years ahead.

The following discussion will deal with custody contests between legally fit parents of preteenage children. Generally, teenagers will effectively participate in the choice of their custodian, and may even be able to bind the court. Many states provide that the court must honor the choice of a custodial parent by a teenager. The result is also fairly clear when a parent is legally unfit for the parent role, when he is clearly physically or mentally unable to meet child care
responsibilities, or when his "immoral" conduct is so open and notorious as to clearly subject children to confrontation with behavior that is judged depraved or immoral. Furthermore, because the law strongly presumes that the interests and welfare of children will be best served in the custody of a natural parent, third parties, including relatives, usually have no standing to seek custody as long as one of the parents is considered legally fit.

Historically, many lawyers have either refused to represent fathers who are seeking custody or exacted extraordinarily high fees. The traditional judicial preference for mothers perhaps justified this attitude. As a result, even now men who seek custody do not receive supportive responses from lawyers. Conversely, women still feel great pressure to demand custody. Nonetheless, society is moving into an era in which men ought not to be arbitrarily discouraged from asking for custody and women who indicate that they prefer the pursuit of a career to the demands of child rearing ought not to be subjected to negative judgments.

More and more of today's couples seek substantial marriage and family counseling prior to coming to the lawyer's office. A client who has not done so and is receptive should be encouraged to explore the matter of custody with a professional counselor. A trained therapist can help insure not only that a client is comfortable with his decision but that he will be prepared for pressure from family and friends. In addition, therapeutic exploration may identify and resolve ambivalence on the issue.

Judicial Attitudes • As in any other type of litigation, it is always helpful to have some idea of the outcome should the matter go to trial. The data that is available suggests that even in states where the legislature has mandated gender neutrality in all family matters, judges continue to apply—implicitly, if not explicitly—a maternal preference rule.

Other judicial attitudes to keep in mind are the following:

- While there is little or no consensus on what constitutes "tender years" except that a child above the age of 12 is not within the category, most judges consider the ages of 8 to 12 as tender years.

- Religious and moral values, beliefs, and attitudes may have a substantial bearing on a judge's ultimate decision, but, for the most part, other aspects predominate. In one survey, moral values were considered of great weight by 75 per cent of those polled, while religious observance was of great weight to 22 per cent. Unconventional or immoral lifestyles are disdained by most judges even when there is no evidence that the child was directly exposed to the behavior.
• The majority of judges place great weight on such matters as homosexuality, sexual promiscuity, and conviction of a serious crime. On the other hand, most judges give only some weight to adultery, gambling, questionable business or social behavior, acts of abuse of a spouse in public, and similar practices.

• A majority of judges attach great weight to communal living or extramarital cohabitation after separation or divorce.

• The cultural and educational environment is significant. But unless it represents a disapproved lifestyle, most judges do not consider it as important as more personal factors, such as the relations between the parent and the child or the ability to “parent.” In one study, the most decisive element, other than serious personal deficiencies such as alcohol, drug abuse, or severe mental illness, was the nature of the relationship between the parent and child. Nearly 80 per cent would give custody to the parent who was technically less fit when he offered greater love. In making that determination, the most emphasis was placed on the nature and extent of the activities with the child, the manner and effectiveness of the discipline, the attitudes manifested toward the child, to which parent the child customarily turned for help, and the way in which the parent helped the child to accept the divorce.

• The preference of the child is accorded great weight. The mean minimum age for an interview with the child is 8½ years, although the range in one study was 3 to 14 years.

• Carefully developed recommendations in social investigation reports are highly persuasive, despite the obvious hearsay nature of the reports.

• Emotional outbursts during the trial do not hurt a parent much.

• Overwhelmingly, judges would leave children with a parent who had temporary custody for two years if the child progressed nicely, even though the other parent is more fit.

• The most important witnesses in custody cases are the children and the parents, followed closely by professionals, teachers, neighbors, relatives, and friends, in that order. Of considerably less importance are grandparents, coworkers, and ministers.

A careful analysis of all the facts in a custody case in light of these generalizations should lead to a fairly reliable prediction of the outcome.

Those courts that are shifting from the maternal preference rule are choosing the parent, regardless of sex, who, in fact, has been performing the “mothering function.” That term seems to refer to activities that are traditionally presumed to be done by a woman, like preparing meals, readying the children for sleep, sharing in their play, dealing with their medical
problems, and taking an active interest in their education.

Obviously, the parent who has undertaken, is currently undertaking, and could in the future undertake the preponderance of these responsibilities has a substantial edge with regard to the final outcome of a custody dispute. A father who has deferred to the mother for most of these activities should recognize that his claims as to future conduct will not be persuasive.

Because children's attitudes are important, a court may be more persuaded by a child's perception of who is doing the mothering than by more objective findings. In that regard, social conditioning may affect a child's view, thereby placing the father at a disadvantage.

Too often, courts have focused on the fact that the father, as a wage earner, will be out of the house during the day, without analyzing the possibility of the same prospect for the mother. Furthermore, judges tend to assume that fathers seek custody for economic reasons, but do not make a similar presumption in the mother's case. These biases would have to be overcome by the father during litigation.

**THE LEGAL EFFECTS** • In resolving a custody controversy, the client must understand the legal effects of the decision. First, and frequently unrecognized by noncustodial parents, the custodial parent is responsible for the upbringing of the children. If the noncustodial parent is concerned over the loss of control in a particular area, such as education or religious training, that goes with the lack of custody, he should insist on an agreement covering the particular child-rearing activity. The mere payment of child support does not carry with it authority to govern a child.

From an economic standpoint, the custodial parent is the one to whom child support payments are owed and in whose name suits for modification or collection of arrearage are brought. The money is not the child's; it is given to the custodial parent to facilitate his provision for the child. Furthermore, the custodial parent is presumed to furnish more than half of the child's support, and therefore he may claim the child as a dependent on his federal and state tax returns. That presumption shifts when the noncustodial parent provides in excess of $1200 a year per child in child support pursuant to an agreement or a court order. The parties may also stipulate in an agreement who will take the dependency deduction, and as a general rule, the Internal Revenue Service will accept their decision.

**VISITATION** • Once the question of custody is resolved, a plan of visitation needs to be worked out. Too often, the agreement merely gives the non-
custodial parent "reasonable and frequent visitation rights" with the children. In time, that will probably be the reality. However, when the marriage is dissolving, emotions are high, expectations are unrealistic, and the children are often placed in the middle of the dispute. Consequently, a firm and specific visitation schedule ought to be devised so that initially the children and their noncustodial parent see each other on a regular basis.

The law generally views visitation as a right of a parent. Arguably, it is really the child's right. Regardless of how one defines the right, if visitation is a matter of parental discretion, continuous friction is a likely result. In addition, a nonspecific visitation schedule leaves the children without a basis for planning their activities and knowing when they are going to be with their noncustodial parent.

Thus, the visitation schedule should ensure frequent contact, allow the children their normal at-home pursuits, give the custodial parent some relief from his responsibilities, and encourage the noncustodial parent to interact with the children in a normal, rather than indulgent, way. After a practical timetable has been established and substantially honored and as the children get older and more independent, changes can be made. As time passes, the parents should be able to cooperate better. A visitation schedule is merely a starting point from which adjustments can be made as the parties become more comfortable in accommodating one another.

The "every Sunday" routine is counterproductive. The schedule should not be so frequent as to invite failure in meeting it. Further, it should not allow the visiting parent to have the children during all of the recreational or fun time, leaving the custodial parent responsible only during their work periods.

If the visiting parent takes the children one full weekend a month, the custodial parent is free to enjoy activities with other adults during those days. Conversely, the custodial parent ought to have at least one weekend a month uninterrupted by visitation. In addition, visits during the week ought to be kept to relatively short periods, so that they will not interfere with the children's schoolwork or other structured activities.

If there is a possibility that the parents will not continue to reside in the same community, provisions should be made to facilitate access despite the distance. Obviously, weekly or even monthly contact may be difficult, but something more than once a year is advisable. Vacation breaks should be divided, and family traditions should be considered in making the allocations.

If there is a religious or secular holiday that is of particular importance to one of the parents, such as an annual family reunion on Labor
Day, then that parent should have the children at that time. Otherwise, holidays should be divided. For instance, in one year, Easter and Thanksgiving might be spent with the visiting parent and Christmas with the custodial parent, with the reverse the following year. Summers should be structured so that each parent can spend time with the children and also be without them. The children, too, should be able to pursue their personally preferred interests at some point.

Obviously, there is no set formula for a visitation schedule, which should be established in light of the parental needs and the ages of the children. Very young children and teenagers will complicate matters more than children in grade school range. A plan acceptable to both parties will not only help to minimize the emotional stress of the divorce, but, by maintaining the relationship between the noncustodial parent and the children, it will have the incidental effect of encouraging prompt and regular payment of the support obligation.

PRETRIAL ACTIVITY

The earliest stages of litigation are often crucial to the ultimate resolution of a case. The legal mechanisms available not only serve their obvious goals, like the provision of temporary support or custody, but they can also create leverage for a separation and property settlement agreement acceptable to the client without the need of a trial.

Domestic litigation involves complex, sometimes subtle, and almost always highly charged, emotional issues. Before deciding how to proceed, it is important to learn as much as possible about the client, his spouse, and opposing counsel, since personality traits play a major role in determining the outcome. The farther apart the parties are, the more counsel needs to know about them and how they are likely to react to the moves and countermoves in what can be a pretrial "chess game."

The initial client interview and the information gathered immediately afterwards are important first steps in obtaining an image of the family lifestyle, values, and problems. Understanding the client's goals is essential. Frequently, however, the client will not know his own mind with any specificity at first. Further, goals may — and often do — change over the course of time. Good communication with the client is therefore essential.

The lawyer is often faced with something of a dilemma in the pretrial stages. How aggressively should he litigate? Should he pursue the greatest possible economic benefit for his client at the earliest possible moment? Should he move more slowly to "cool" the heated case and work toward a realistic settlement that might hold up better over the long term? Is a prompt pendente lite hear-
ing necessary or desirable, or might it jeopardize an acceptable status quo or a longer-range goal? Should a private investigator be hired? In some cases, the answers will be dictated solely by economic realities.

If the client is an unemployed wife with no job skills and young children whose husband, though able, is not voluntarily providing any support, the decision to seek alimony and child support promptly is easy. If the client or the children are threatened with physical abuse by the spouse, immediate action, through the avenues of criminal law or referrals to a shelter or counseling, is obviously necessary.

In many cases, though, the situation is not as clear, and tactics must be developed in the context of a range of possibilities. It is tempting for a lawyer to let his preferences dictate the choices and the timing of their implementation. Nevertheless, the case is fundamentally the client’s, not the lawyer’s. It is the client who will have to live with the results, and therefore he should make at least the strategic decisions, perhaps even most tactical ones, with the benefit of the advice, recommendations, and insights of counsel.

One of the most difficult questions for a relatively new practitioner is: “What do you think I’ll get if we go to court?” or “Do you think we’ll win?” It is usually impossible and unwise to give a definite answer. The question points up the fact, however, that just as it is important to know the spouses and opposing counsel, it is also necessary to learn about the judges, masters, or commissioners before whom counsel will appear, as they may exhibit different patterns of results. An awareness of their predilections, as well as the methods and schedules by which cases are assigned for hearing or trial, can be invaluable. Experienced practitioners and that most valuable of resources, a friendly court clerk, can be helpful in this regard, as can observation of court proceedings.

**CHOICE OF FORUM**

Motion practice in domestic cases usually parallels civil motion practice, though there may be special or additional rules that vary from state to state. Jurisdiction, service of process, and venue may be important issues.

Often, especially soon after the spouses have separated, a choice of forum is available. If the spouses live in a community near a state border, for example, a move to another jurisdiction may be economically possible, even if it had not been planned.

In that case, counsel should consider the legal advantages and disadvantages of both jurisdictions. Residency requirements are a factor, since the advantages to be gained by relocation may be lost if the need to establish residency for a period in the new state allows the client’s spouse to file first in the old state. If two suits are started in different states,
each with jurisdiction, the court where the second suit was filed, on motion, will usually stay its proceedings pending the outcome of the first suit.

A motion to dismiss on the ground of forum non conveniens may be possible, if, for example, the client’s spouse commences an action in a new state when the client, the children, the witnesses, and the family property are in the state where the spouses had lived together.

A factor is whether additional relief, particularly for the division of property, may be available in a second state after a final divorce decree is entered in the first. In many states, marital property can be divided following a foreign divorce when the foreign court did not—or could not—dispose of the marital property. In other states, a partition suit to divide jointly-held property—usually on an equal basis—may be the only avenue available to the client following a divorce decree elsewhere.

**DISCOVERY** • In general, the usual civil discovery mechanisms are available in a divorce case. Depositions, interrogatories, and requests for the production of documents may be used to gain information about the income, assets, debts, budget, and business arrangements of the client’s spouse, as well as to narrow and define the contested issues and to provide a basis for cross-examination at a later stage.

Tactical considerations will dictate whether to engage in, and the scope of, discovery. For example, when a trial is virtually assured, counsel may not wish to embark on a process of discovery that might disclose trial strategy, raise new lines of inquiry, and familiarize the opposing party with counsel.

In jurisdictions where the court may divide property acquired during the marriage but not property acquired earlier or by gift or inheritance, discovery of the sources and the dates of acquisition of property and the disposition of previously-held property is important. Information in the hands of accountants, stockbrokers, and the like is generally discoverable, as are the parties’ tax returns. The spouses’ interests, if any, in partnerships, corporations, or joint ventures, and the income derived from them, should not be overlooked.

It may be necessary to have appraisals made of real and tangible personal property to determine their value for purposes of division. In many jurisdictions, the adverse party may be required to produce tangible things, as well as documents, and access to property for appraisal purposes may be obtained in this manner.

When alimony and child support are issues, discovery of the financial needs and abilities of both spouses is crucial. Pay stubs, canceled checks, receipts, charge account bills, bank
statements, and the like may reveal a wealth of both financial and nonfinancial information. Employment history and potential, including health and educational factors, should be explored.

The deposition of the spouse's "boyfriend" or "girlfriend" when adultery is an issue directly or indirectly, often provides not only useful evidence but also considerable leverage in settlement negotiations. Private investigators may be utilized before, after, or in lieu of such discovery. Despite the rise of no-fault divorce, many jurisdictions still adhere to the rule that adultery will bar the guilty party from an alimony award. In other jurisdictions, including many with no-fault divorce, statutory language makes "fault" or "circumstances leading to the estrangement of the parties" a factor to be considered in awarding alimony, dividing property, or both.

Where adultery is a crime, a party may plead the fifth amendment if questioned about it, but a plaintiff who refuses to answer may be barred from relief to which fault is relevant. When custody is contested, discovery concerning the fitness of the client's spouse — often a backdoor approach to fault — as well as the child's health, emotional state, adjustment to school, and the like may be desirable.

The development of a standard set of interrogatories and a standard deposition outline, to which additions or subtractions can be made as the facts of an individual case warrant, is very helpful and can save much time. The starting points for these standard tools are the statutes and case law of the jurisdiction in question. With experience and as the law changes, the interrogatories and the deposition outline should be revised and refined. They may then be correlated very quickly with the information obtained from the client and the issues raised in the pleadings, often with a bare minimum of new drafting.

TEMPORARY RELIEF • The usual mechanism for obtaining affirmative relief for the client in the pretrial phase is the pendente lite hearing and order, which may involve an award of temporary alimony, child support, custody, the use of the family home, car, and other personal property, and counsel fees and "suit money." The relief available and the standards for granting it are usually stated in statutes.

Typically, this process is initiated by filing a motion or petition or by submitting a show-cause order for signature by the court. A hearing is then set before the court or a special master or commissioner. The conduct of the hearing itself closely resembles a trial, although it is usually limited as to time, with 30 minutes or an hour being common, unless the issues require more time. The atmo-
sphere may be more informal than at a trial, particularly when a master or commissioner presides. The normal rules of evidence apply.

Many jurisdictions require the parties to submit at, or prior to, the hearing financial statements that summarize their income, assets, liabilities, and regular expenses. Even if not required, such statements are useful in organizing information and saving time during testimony at the hearing. Expense figures should be stated separately for "self" and "children."

Clients often find it difficult to construct an accurate picture of their weekly or monthly expenses and to allocate expenses between themselves and the children in their custody. Therefore, the practitioner should assist in the preparation of the statements and remind the client of expenses that are easily overlooked. While most people maintain records of tax-deductible expenditures, nondeductible items such as haircuts, fares, car and appliance repairs, children's music lessons and school lunches, vacations, and seasonal variations in utility bills are frequently forgotten. Clothing, food, and recreation costs are often underestimated. Check stubs and charge account bills and receipts covering a number of months to a year should be reviewed in order to gain and present an accurate picture.

In many instances, the only witnesses at a pendente lite hearing are the parties. However, if temporary custody is an issue, the parties have health problems, or unusual or complicated facts must be proven, additional lay or expert witnesses may have to be called. In those cases, the court or master should be notified before the hearing date that the normally allotted time period will not be sufficient.

If the hearing has been held before a master or commissioner, he will normally issue a report and recommendations to the court that, in essence, are equivalent to findings of fact and conclusions of law. The parties may be permitted to file objections to the report and recommendations within a designated period prior to the entry of an order by the court. If the objections are sustained, a new hearing may be necessary. The parties may be required to submit proposed orders, or the court may draft its own.

Once the court enters a pendente lite order, it is enforceable through the contempt power. Usually, a party will be ordered to make payments through the court clerk or a court agency, as in the case of a final judgment or decree.

Other Possibilities

While the discovery techniques and the pendente lite hearing are the typical pretrial tools employed in domestic relations cases, the facts of a particular situation may call for something more or different. A little
imagination and research may reveal a number of other methods for obtaining necessary relief or leverage for settlement purposes. Examples include injunctions against the transfer of property by a spouse, replevin suits to recover clearly "separate" property, and actions for alienation of affection or criminal conversation in jurisdictions where they are still available.

In summary, pretrial activity may encompass the use of a broad range of legal devices that serve at least three goals: obtaining necessary temporary relief; providing leverage for purposes of settlement; and affecting the course and scope of the trial by limiting and defining the issues.

NEGOTIATING A SETTLEMENT

Since approximately 90 per cent of all divorces are settled out of court, good negotiation skills are essential for a divorce practice. Without exploring in detail negotiation theory and strategies, some general principles, are worth considering.

In a good negotiated settlement, both sides feel they have gained something as a result of a process of give and take. Therefore, in making an initial offer or counteroffer, some room must be left for compromise. On the other hand, the offer or counteroffer ought not to be so far from what is ultimately fair and reasonable as to lead the other side to think that there is no serious desire to settle.

Consequently, an offer of, or demand for, alimony and child support ought to be less than the client is willing to pay or more than he is willing to receive, as the case may be, but not so much less or more as to be offensive. By entering negotiations in a spirit of compromise and quoting numbers that can be adjusted, the other party is allowed to win some ground, thereby being induced to settle the matter rather than leave it to the discretion of the court.

Given this process of offer and counteroffer that is premised on achieving a middle ground, the client must understand that the demands being made on his behalf are not statements of what he should expect, or even hope, to get. The client needs to appreciate the role of compromise in achieving a settlement.

On a more abstract level, a lawyer should never forget that he is building a reputation with fellow lawyers each time he negotiates. He must always be concerned with the impact he is making on opposing counsel. Is he unrealistic in his demands on behalf of his client? Does he know his client's preferences and needs? Is he able to predict his client's receptiveness to certain terms? And, perhaps most importantly, is he a person of his word? Lawyers with a reputation for being honest, fair, and knowledgeable of their client's position and who do not idly threaten at the point of impasse to go to court will, in the long
run, be able to achieve successful settlements.

Furthermore, to be in the best position to negotiate a settlement, the lawyer must be ready for trial. Negotiation is not a way to avoid the work that must be done before the trial. Negotiating without knowing the facts almost ensures that the client’s interest will not be fully protected. When opposing counsel is aware that you are prepared to try the case should there be no settlement, he is likely to weigh your proposal carefully.

**Emotional Factors**

Because a marital breakdown leads to an emotionally charged situation, lawyers must be sensitive to feelings as well as economic terms. Sometimes, the arrangement that is best taxwise and, therefore, financially the most attractive is the least likely to please the client. Thus, from time to time, terms must be accepted that are less inviting moneywise because they meet a client’s current emotional needs.

A classic example is the situation in which there is enough wealth for a lump-sum settlement, but a payout for at least ten years that will be treated as alimony for tax purposes would be very attractive to the payor. If the payor is so angry that writing 121 monthly checks will constantly fuel his ire, it may make more sense to opt for the lump-sum settlement. Similarly, when a sum is to be divided between spousal and child support, the tax incentive is to allocate as much as possible for spousal support, but the emotional preference may be for child support.

In noneconomic matters, the “clean break” may require detailed plans for custody, visitation, and educational arrangements so that the parties will deal with each other as seldom as possible.

**Other Aspects**

The time within which a separation and property settlement agreement is negotiated and the terms it contains vary widely from case to case. Some spouses will have settled the basic terms before approaching an attorney; others will reach agreement on the steps of the courthouse on the day of trial. The leverage necessary to settle a case on acceptable terms may even arise from the trial itself; litigation may make the expectations concerning the likely outcome more realistic.

Emotional and financial factors also can play a major role in helping the parties reach a settlement. The impact of a trial on children or parents, the desire for privacy concerning one’s affairs, emotional exhaustion, and mounting attorney’s fees have calmed many an angry party.

There is no standard way of negotiating a separation or property settlement agreement. The practitioner should develop a feeling for the ability of the parties to commu-
nicate effectively with each other and with their counsel, and of his ability to communicate with opposing counsel. In some cases, each spouse can consult his counsel for advice and the spouses can negotiate directly with each other. In other cases, the only effective channel of communication is between the two lawyers. A four-way meeting among both parties and their counsel can be helpful at some point in most, though not all, cases.

The transmittal of written settlement proposals concerning some or all of the issues may be useful in gaining agreement or, at least, in crystallizing differences and narrowing the gap between positions. Any written proposal should indicate clearly that other issues may remain to be resolved, and should limit, when appropriate, its admissibility as evidence at a later time.

A Creative Outcome

Negotiations frequently give a practitioner an opportunity to use his experience, imagination, and creativity to break an impasse. Methods of tax savings and unusual financing that may not have occurred to the parties or opposing counsel can resolve contested financial and property issues. An alternative visitation schedule may end a custody battle.

In summary, the essence of negotiation in a divorce matter is discovering what is keeping the parties apart and then trying to find an answer that they are willing to accept, even though with considerable reluctance. Negotiation is seldom routine; it is not always successful; even at its worst, however, it invariably serves to illuminate some aspects of the case for both the parties and counsel.

For Further Study

Articles in The Practical Lawyer


The Initial Interview with a Divorce Client, by Leo J. Barrett, The Practical Lawyer, April 1977, p. 75.