



Divorce Attorney Meeting Script

What to Say When You Make the First Call & Questions to Ask a Divorce Attorney at the First Meeting



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What to Say When You Make the First Call

Building a strong referral partner network is about establishing key relationships by expanding your reach in your marketplace. In working closely with clients over the years, I have been intentional about nurturing these relationships in a way that allows me to get to know them on a deeper level.

It's not just about navigating the loan process, it's about creating the ultimate borrower and referral partner experience through thoughtful and consistent communication. If you focus on developing a strong connection from the start, you will stand out and set yourself apart from the competition.

Divorce is a very difficult and personal experience for most people, and I often find that when going through a separation, my past clients reach out to me first, not only to discuss their living arrangements and possible options, but they also often inquire about recommendations on a good divorce attorney.

Part of the process of creating the ultimate borrower experience is to become the ultimate resource to your clients.

Script for Reaching Out to a Divorce Attorney for the First Time

Hello <Insert Divorce Attorney Name>,

This is Cindy Ertman, and I am a Sr. Loan Advisor for RPM Mortgage in Manhattan Beach. I have been researching great local divorce attorneys, as I have had several past clients reach out to me over the last year asking for my recommendation on a good divorce attorney, and I truly have not had anyone to refer them to. Sometimes, I find that I am the first person they call. It is not uncommon for past clients to share with me that they are getting divorced even before they tell their children.

I am very cautious about putting my name on referrals for my clients and would like to schedule a short appointment to meet with you virtually, if you are open to that. I am going to interview a couple of local divorce attorneys and select one or two that I think would be a good fit for my client base. Is that something that you would be interested in? If so, are you available next week for a short meeting? I'd like to learn a little more about you, what you require from your clients in the first call, and learn more about what types of clients you would like referred to you.

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Suggested Questions to Ask a Divorce Attorney in the First Meeting

1. Tell me a little bit about your background and how long you have been practicing as a divorce attorney.
2. What made you decide on family law as opposed to another type of law?
3. What is it about family law that you enjoy?
4. What do you find to be your biggest challenge with family law in today's world?
5. Tell me a little bit about who your perfect client is?
6. Do you offer a complimentary consultation with your clients, and if so, what does that entail?
7. Do you also do mediation in addition to divorce, and if not, who do you recommend for mediation?
8. Do you also do litigation, and if not, who do you recommend when someone needs a litigation attorney?
9. What is your typical retainer to begin representing a new client?
10. From your experience, what is the average length of time it takes to complete a divorce in our state?
11. What sets you apart as a divorce attorney? What makes you stand out from the crowd and why do people refer you? What are your greatest strengths?
12. How do you currently market your business?
13. If this relationship is a fit and I want to begin to refer you to my clients when they are seeking a recommendation for a divorce attorney, what is the best way for me to refer you and how do you want me to introduce you to my clients?
14. I know all relationships are truly based on working with people whom we know, like and trust. If we can build such a relationship, would you be open to a reciprocal relationship in the future? Ultimately, I would love to create a relationship with a divorce attorney that I could develop a reciprocal relationship with and have the opportunity to refer business to each other.
15. Are you working with any particular lenders now that you refer your clients to when they are seeking information on financing?
16. How would you suggest we take next steps? I want to make sure that I value your time and want to be respectful of that.

WRAP UP – Thank you so much for taking the time to meet with me and I truly look forward to the opportunity to do business together in the future. If we have the opportunity to work together, you can count on my mortgage team to take exceptional care of your clients as well. My team understands the sensitivity and complexity that divorce plays in a financial transaction, and we have helped many people through this challenging time. We look forward to the opportunity to support you as well.