



BEING RELATIONAL GAZETTE

Baltimore Mediation's Newsletter & Tips

July 2019

A MESSAGE FROM OUR FOUNDER

Welcome, July! The heat of the summer is upon us, and maybe you're starting to feel it. In most cases we avoid the heat. Why? Because it's uncomfortable. We shed our layers and apply sunscreen to shield ourselves from it, but in *mediation*, we move towards the heat! At the heart of every tense interaction or intense interaction, there is a pain point, often an old wound or fear. Moving towards that heat, with inquiry is a way to begin transformation. So when tempers begin to flare, move towards the heat and ask "What is it you want me to understand?" You may be surprised by the answer.



Sending love

Louise

GRATITUDE.... ACCOLADES, HIGH FIVES!



Louise Senft is the most amazing speaker in America. I learned more from her in three days than I thought possible. She brings to bear her 25 years of being a top mediator in Baltimore and beyond; her many years of research and writing (with her husband, William Senft) of the book *Being Relational*; her experience with her Foundation, ORANS: The Campaign for Relational Leadership; her keen intelligence, both analytical and emotional; her animated public speaking ability; and her deep reservoir of kindness and humanity. As if the above was not enough, Louise touched on her personal life at the workshop. One of her five children had a swimming accident over a year ago leaving her then 17 year-old son a quadriplegic. Louise brought all of her mediation skills, negotiating power and relational leadership skills together to get her son the best possible care which has involved coordinating care at four major hospitals, quarterbacking the care of 21 different doctors, round the clock nursing, making sure her son completed high school, and found the right college for his many aptitudes. Louise has done all of this with good cheer, boundless faith and a laser-like focus to keep her eye on the ball---which in this case is achieving the best possible care and potential recovery for her son. Louise is truly a marvel and a national treasure. I look forward to going to the next workshop or training session. Louise has so much to teach us all.-

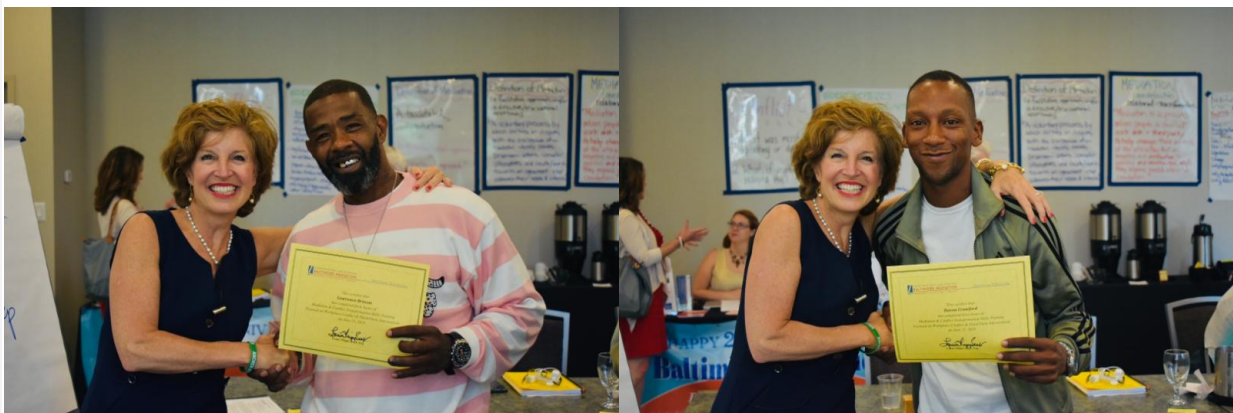


ANNE CUTLER, EXECUTIVE DIRECTOR
J.P. MORGAN CHASE & CO.

Expressing gratitude this month for this amazing testimonial from Anne Cutler, Executive Director J.P. Morgan Chase! Louise was asked to keynote for JP Morgan's Global Wealth Managers and to provide a workshop on *Being Relational* and *Conflict Transformation Skills*.

FEATURE

The Gift of the Golden Nugget



The average person spends more than 90,000 hours at work. Within the span of 90,000 hours there are a lot of interactions taking place. How many of those interactions are positive? How many are negative? Far too many interactions in the workplace are based in conflict, but how do we combat that?

20 practitioners joined the Baltimore Mediation team to learn how. While the air conditioners kept things cool, there was great warmth in the room as these life long learners dug into relational conflict theory and daily real life application,

authentically.

Over the course of 40 hours, these individuals learned how to foster quality dialogue and negotiation. How? By listening relationally without trying to fix, by identifying opportunities for empowerment or recognition, by offering a reflection or a summary, by orienting the parties to each other, and by being transformative mediators!

We are confident this phenomenal group will go on to rock the world relationally!

[Join us in September for another afternoon of self discovery!](#)

NEWS

CLIENT SPOTLIGHT: MaryBeth Hyland is Sparking Vision, Relationally



We often feel drained not because we've done too much, but because we've done too little of what reflects our values. In MaryBeth Hyland's work and life, she's bringing forward solutions to change that.

Her perspective was born from personal experience of checking all the societal boxes of being a "very successful person" – yet, still feeling depleted, disconnected from her gifts and sense of personal alignment. So in 2015, MaryBeth left a high-profile career to step out on her own and find greater purpose in her work.

Once she identified what was draining and filling her in work and life, she was able to identify, own, and align herself in her values – experiencing a profound personal shift. Others not only remarked on the

Here's What a Business Mediation Client Had to Say:



"Baltimore Mediation offers a transformative approach that believed in each of our capacities and what was possible. They helped us get through a difficult merger and break up, gave us a working document that clearly summed things up in a succinct way, all from us but synthesized by our Baltimore Mediation mediator. And we have a signed agreement that we stand by and it works!"

UPCOMING TRAININGS

noticeable difference in her but also wanted that feeling in their own lives.

Her greatest passion comes from her Baltimore-based community workshops – *Life Lens* and *Love Lens*. *Life Lens* ([offered on August 17th](#)) guides individuals to honor their past to align their future in their unique values. *Love Lens* ([offered on July 13th](#) which she co-facilitates with her husband James) guides couples to understand and activate their unique and shared values together.

MaryBeth met Louise about a year ago and their work has intertwined in a beautiful, relational way. MaryBeth attended Louise's 40-hour Mediation & Conflict Transformation Skills training program and Louise attended Life Lens shortly thereafter. Louise is now a part of MaryBeth's advisory board as a result of [her support and belief in MaryBeth's work](#).

MaryBeth and Louise believe when you connect people through purpose, there's no limit to what they can do. And for that reason, both are devoted not only to their work, but to their lives, to making that happen.

[Ready to begin your journey? Click here to join MaryBeth Hyland at an upcoming Life Lens or Love Lens workshop.](#)

WHAT CLIENTS ARE SAYING



"Louise is a master trainer and her expertise in conflict resolution is second-to-none. If you want to experience a master at work, I would recommend attending this training. Learning this skill set is a powerful tool for all people in both work and personal settings". - Amanda Laden, Amanda Laden International



Why the study of personality is the starting point of Relational Engagement.

Come join us for our Personality & Self Awareness Workshop!

Know Thyself: Conflict Transformation & The Enneagram as Catalyst

When: Sept. 10, 2019 @ 1:30pm - 5:30pm

Where: 1500 Union Avenue
Baltimore, MD 21210

Course Fee: \$295

[Register Now](#)

Other Certification Courses

October 40-Hour Mediation & Conflict Transformation Skills Training: Sources of Conflict & A System

When: October 21 -25, 2019 @ 9am - 5pm

Where: The Inn at the Colonnade
4 W University Pkwy, Baltimore, MD 21210

Course Fee: \$1550

[Register Now](#)

December 40-Hour Basic Mediation & Conflict Transformation Skills Training

When: December 9 -13, 2019 @ 9am - 5pm

Where: The Inn at the Colonnade
4 W University Pkwy, Baltimore, MD 21210

Course Fee: \$1550

[Register Now](#)

**January 20-Hour Advanced
Mediation & Conflict Transformation
Skills Training: Custody, Visitation &
Child Support**

When: January 22-24, 2020

@ 5:00 PM-9:30 PM

9:00 AM - 5:30 PM

9:00 AM - 4:00 PM

Where: The Inn at the Colonnade
4 W University Pkwy, Baltimore, MD 21210

Course Fee: \$945

[Register Now](#)

BEING GROUNDED -TIPS



Being Grounded means that you do not let events in your past define who you are as a person.

There is joy waiting for you in the moments when you can be in the now!

#7WAYS 7WEEKS



BEING RELATIONAL

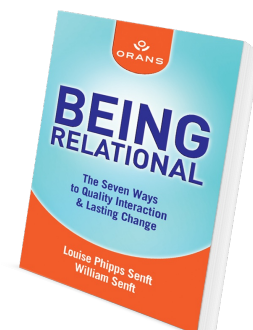
KEYNOTES | BOOK | WORKSHOPS

QUOTE FOR THE MONTH:

"Every conflict begins with thoughts of fear, animosity and aggression, which pass through some people's minds and spread like wildfire. The only antidote to these aberrations it to take on fully the suffering of others." - Matthieu Ricard

For copies of the **Amazon best seller** *Being Relational: The Seven Ways to Quality Interaction & Lasting Change* visit

- [Amazon](#)
- [Audible](#)
- [Barnes & Noble](#)
- **Independent bookstores!**



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BALTIMORE MEDIATION | 443-524-0833 | Office@Baltimoremediation.com