

HANDLING THE AUTO INJURY CLAIM

**Miami, Florida
June 19, 2007**

**West Palm Beach, Florida
June 20, 2007**

**Dania, Florida
June 21, 2007**



**Overcome challenges and
successfully settle automobile
injury claims.**

Presented by Russell S. Adler, Ronald L. Buschbom,
John W. Carroll, Amy M. DeMartino, Steven W. Hyatt,
Brett Alan Panter and Ronald Pena

Continuing Education:

CLE - 7.0

See inside for details!

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Successfully Settle Automobile Injury Claims

Why You Need to Attend

Regardless of how careful they are, the odds are good that your clients will be in a car accident at some time in their life. These cases are difficult enough when everything goes "right". But what if you run into trouble - determining who was liable, dealing with the insurance adjuster, computing damages or handling some other key issue? With challenges like these, you need more than just a working familiarity with the claims process. You need to be thoroughly up to speed in every stage and every step.

Expand your knowledge of automobile claims and insurance coverage when you attend this intensive seminar and improve your track record for settling cases in favor of your client. Expertly figure out the scope of insurance coverage, determine what's covered - and what isn't - and get clients every dime they're owed. Obtain all the information regarding the facts of the case in discovery to avoid costly surprises later. Skillfully use mediation and alternative dispute resolution to arrive at a reasonable settlement out of court and end the claim without further costs to your client. Do the best job possible of presenting your case in trial to ensure your client comes out on top. Remember, automobile injury claims are won or lost on your ability to manage the claims process error-free. Enroll in this seminar now.

- Avoid complications later by knowing lien considerations to be aware of.
- Factor in the impact of recent legislation and case law on your claim so you can keep your advice current.
- Successfully play the stacking and offsets game.
- Be prepared for anything by knowing the consequences of renegeing on a settlement.
- Sidestep potential dangers in using law enforcement as expert witnesses.

Important Details

June 19 - MIAMI - Hyatt Regency Miami
400 SE Second Avenue, Miami FL 33131 305-358-1234

June 20 - WEST PALM BEACH - Crowne Plaza Hotel West Palm Beach
1601 Belvedere Road, West Palm Beach FL 33406 561-689-6400

June 21 - DANIA - Sheraton Ft. Lauderdale Airport Hotel
1825 Griffin Road, Dania FL 33004 954-920-3500

Time: Registration is from 8:30 – 9:00 a.m. The program will begin at 9:00 a.m. and end at 4:30 p.m. Complimentary snacks and refreshments are provided. Lunch is on your own. Pre-Registration is encouraged.

Mail: Registration form on back of this brochure

Phone: (800) 930-6182

Fax: (715)835-1405

Online: www.nbi-sems.com

If you need to register at the door, you may wish to call us first to confirm availability and to receive information regarding schedule or location changes.

Tuition: \$349 for the first registrant, \$339 for each additional registrant — a savings of \$10!

Directions & Parking: To obtain directions and parking information, please contact the facility listed above.

FREE Reference Manual: *Handling the Auto Injury Claim* – Your learning doesn't end with the conclusion of the seminar presentation. With our comprehensive course manual, written specifically to accompany each program, you'll have all the information you need right at your fingertips. This manual, included with your tuition, allows you to take the seminar back to the office with you!

Audio Recordings: This seminar will be recorded in its entirety. If you can't attend, you can still obtain the benefits of the information provided by purchasing the manual and CD. See the registration form to order. If you wish to receive the cassette tape instead of the CD, please contact us at (800) 930-6182.

Cancellation: Register today at no risk! If your plans change later and you can't attend the program just call and let us know.

Your Satisfaction is 100% Guaranteed. We're so confident that this seminar will provide you with practical, valuable information that we back it up with an unconditional guarantee. If you're not completely satisfied, let us know and you'll receive a full refund.

What You Will Learn

I. PROBE COMPLEX INSURANCE COVERAGE ISSUES

9:00 - 10:15

- A. Common Concerns Related to Insurance Liability Provisions
- B. What is Liability Coverage?
- C. How Medical Payment Coverage Can Wreak Havoc in Your Case
- D. A Detailed Look at Personal Injury Protection Coverage
- E. Uninsured/Underinsured Motorists Coverage - Rules You Must Know
- F. Little-Known Facts About Property Damage Coverage
- G. Playing the Stacking and Offsets Game
- H. Punitive Damages Coverage - What Your State Allows
- I. Statute of Limitations: Rules and Expectations
- J. Manage Your Liability Risk in Coverage Disputes
- K. Impact of Recent Legislation and Case Law on Your Claim

II. CONDUCT INITIAL INVESTIGATIONS, GATHER EVIDENCE AND PREPARE EXPERTS

10:30 - 11:45

- A. The Adjuster's Role in Gathering All the Facts
- B. Methods of Accident Reconstruction
- C. Key Issues in Discovery - Pay Attention!
- D. How to More Easily Determine Who's Liable
- E. Factors to Consider When Computing Damages
- F. How the Vehicle May Be Your Best Evidence
- G. Challenges Involved in Preparing Expert Witnesses for Trial
- H. How to Prepare Lay Witnesses That Don't Fall Apart in Trial

Who'll be there...

This **intermediate-level seminar** is designed for attorneys, paralegals, insurance adjusters, insurance company counsel and other legal and insurance professionals who want to handle claims more successfully - from the initial investigation to trial.

III. SETTLE THE CLAIM WITHOUT GOING TO COURT

12:45 - 2:00

- A. How the Adjuster's Settlement Authority is Restricted
- B. What Works When Negotiating With Attorneys and Claimants
- C. Maneuver Your Way Through Mediation and Alternative Dispute Resolution
- D. Clear Up Confusion About Consent to Settle and Subrogation
- E. Lien Considerations to Be Aware of
- F. Procedures for the Review of Settlement Documents
- G. The Consequences of Reneging on Settlement

IV. KNOW HOW TO WALK THE ETHICAL LINE

2:00 - 2:50

- A. Common Threats to the Attorney-Client Relationship
- B. Dealing Fairly With Conflicts Involving Multiple Defendants
- C. The Ethics of Disclosing Information Which Defeats Coverage
- D. How Issues of Legal Liability and Ethics Intersect

V. TAKE THE CASE TO TRIAL

3:05 - 4:30

- A. What to Expect When Establishing Jurisdiction
- B. Choose Your Trial Methods: Jury or Non-Jury?
- C. Using Experts, Evidence and Exhibits in Court to Gain an Edge
- D. The Dangers in Using Law Enforcement as Expert Witnesses
- E. The Secrets to Delivering an Effective Direct Examination
- F. Prepare for the Unknown During the Cross-Examination
- G. A Checklist of Points to Include in Your Closing Argument

* If needed, the above agenda may be changed to best accommodate all our attendees.

Credit Information

This seminar is a valuable opportunity to get the continuing education that's so crucial to keeping up to date in your profession. Not only was this program carefully designed to meet its educational objectives, but you can also take advantage of specific continuing education credits we've arranged with appropriate accrediting organizations:

CLE - 7.0

Approved by The Florida Bar for a maximum of 7.0 general hours of CLER credit including 1.0 hour of ethics. Course #2535 7.

Approved for self-study credit.

The specific continuing education credit(s) listed above are for attending the live seminar. The credits may or may not apply for the audio version of this seminar. Please check with your credit board for details.

For additional questions regarding continuing education credits please contact us at (866) 240-1890.

HANDLING THE AUTO INJURY CLAIM

Who Will Teach You

RUSSELL S. ADLER is an equity shareholder in the Fort Lauderdale law firm of Rothstein Rosenfeldt & Adler. He is chairman of the firm's tort litigation and personal injury practices. Mr. Adler focuses on the litigation and trial of negligence cases, involving automobile and motorcycle accidents, insurance matters, professional liability, premises liability, products liability, sexual abuse cases, commercial disputes and numerous other civil matters. Mr. Adler frequently writes and lectures on a variety of topics, including law office technology, courtroom technology, PowerPoint for lawyers, trial skills and techniques, and the handling and trial of negligence cases, among other subjects. He is past president of the Broward County Trial Lawyers Association (2003). Mr. Adler is an advocate member of the American Board of Trial Advocates and treasurer for the Fort Lauderdale ABOTA Chapter. He is a member of the Broward County Sheriff's Advisory Council, a non-profit group whose primary directive is to care for the families of slain police officers. He also belongs to the Academy of Florida Trial Lawyers and the Association of Trial Lawyers of America. Mr. Adler earned his B.S. degree from the University of Florida and his J.D. degree from Nova Southeastern University Law Center. He is admitted to The Florida Bar and the United States District Court of the Southern District of Florida. (Dania location)

RONALD L. BUSCHBOM is the general liability partner in the Fort Myers office of Conroy, Simberg, Ganon, Krevans, Abel, Lurvey, Morrow & Schefer, P.A., where he practices in the areas of civil trial, premises liability, personal injury, wrongful death, medical malpractice, products liability law, insurance defense law, subrogation, automobile negligence, legal malpractice and accounting malpractice. Mr. Buschbom is a member of the Lee County and American bar associations, The Florida Bar and the Florida Defense Lawyers Association. He is past president of the Southwest Florida Federal Bar Association. Mr. Buschbom earned his B.S. degree from the United States Naval Academy and his M.B.A. degree and J.D. degree, cum laude, from the University of Miami. (Dania location)

JOHN W. CARROLL is an attorney in Palm Beach Gardens, Florida, where his practice areas include plaintiff's personal injury, wrongful death, insurance bad faith, products liability, civil litigation and bankruptcy. Mr. Carroll is a board-certified civil trial lawyer by The Florida Bar Board of Legal Specialization and Education and is certified as a civil trial advocate by the National Board of Trial Advocacy. He is a member of The Florida Bar, Palm Beach County, Hawaii State, New York State and American bar associations, Academy of Florida Trial Lawyers, The Association of Trial Lawyers of America and Palm Beach County Trial Lawyers Association (member, Board of Directors). He earned his B.A. degree from State University of New York at Geneseo and his J.D. degree from Western New England College. (West Palm Beach location)

AMY M. DeMARTINO is an attorney in the law firm of Wicker, Smith, O'Hara, McCoy, Graham & Ford, P.A., where she practices in the areas of auto claims, wrongful death and premises liability. Ms. DeMartino is a member of the Palm Beach County Bar Association, The Florida Bar and the Young Lawyers Association. She earned her B.A. degree, cum laude, from Florida Atlantic University and her J.D. degree, with honors, from the University of Florida. (West Palm Beach location)

STEVEN W. HYATT is a sole practitioner in Fort Lauderdale where he focuses his practice in the areas of insurance defense, automotive defense, family law and general commercial litigation. He is a member of the Dade County and Broward County Bar, and The Florida Bar. Mr. Hyatt earned his B.A. degree Florida State University and his J.D. degree from Cumberland School of Law of Samford University. (Miami location)

BRETT ALAN PANTER is a partner in the Miami law offices of Panter, Panter & Sampedro, P.A., where he primarily practices in the areas of personal injury, wrongful death, medical malpractice, products liability, nursing home neglect and premises liability. Mr. Panter is a board-certified civil trial lawyer by The Florida Bar Board of Legal Specialization and Education. He was a professor for Miami-Dade Community College, Paralegal Studies, and a participant in the nationally published *Million Dollar Argument Series* produced by Professional Techniques Library. Mr. Panter also was the host for *Trial Talk* and *Law Talk*, television shows sponsored by the Dade County Bar Association. He is a member of the Dade County Bar Association, The Association of Trial Lawyers of America and the National Association of Criminal Defense Lawyers. Mr. Panter also is an Academy of Florida Trial Lawyers Eagle Sponsor, contributing member of FLAGG. He is a multi-engine commercial instrument-rated pilot in excess of 1500 flight hours and is a Coast Guard Auxiliary pilot. Mr. Panter earned his B.A. degree from the University of Michigan and his J.D. degree from the University of Miami. (Miami and Dania locations)

RONALD PENA is a partner in the Miami office of Hinshaw & Culbertson. He practices in the areas of civil and commercial litigation with an emphasis on general litigation as well as the defense of transportation companies. Mr. Pena is an adjunct professor at Florida International University where he teaches courses at the school of policy and management. He is a member of the Put Something Back Pro Bono Project, a joint program by the Dade County Bar Association and the Eleventh Judicial Circuit to provide free legal service to the needy population of Miami-Dade County. Mr. Pena is the president of the Dade County Defense Bar Association and a member of the American Bar Association, the Cuban American Bar Association, the Federalist Society, the Defense Research Institute (Lawyers Professionalism and Ethics Committee) and the Dade County Historical Society. He earned his B.S. degree from Florida International University and his J.D. degree from Nova Southeastern University. (Miami location)

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Truck Accident Litigation From Start to Finish

Statistics tell us that thousands of people are killed each year in heavy truck crashes, and hundreds of thousands more are injured. But people aren't statistics. When truck accidents occur they're devastating for everyone involved. Although no one can erase the hardships caused by these events, your involvement is meant to help restore some sense of normalcy. In order to best help your client – whichever side you represent – you need comprehensive strategies to reach the best possible outcome in these unfortunate situations. These comprehensive reference materials will equip you with the skills you need to handle every step of the litigation process. Ensure that your advice is current by examining the latest statutory trends and developments. Present a persuasive case and prepare for what your opponent will do by looking at both perspectives. Navigate knowledgeably through the settlement and negotiation process before proceeding to court. Give your client's claim the best chances of success with savvy trial strategies. This is a pivotal manual you won't want to miss.

By: Ervin A. Gonzalez, Lance A. Harke, Hyman Hillenbrand, Michael C. Mattson, John H. Richards and David Sampedro. 105 Pages © January 2007

FP36662 CD & Manual - \$319 Manual - \$99

Product Liability Litigation: Handling Automobile Defect Cases

Many auto accidents aren't a result of operator error – they're a direct result of a defect in the automobile. Often, the people involved in these mishaps claim to sustain life-altering injuries and request compensation for their losses. Even if you've handled auto injury cases before, defect cases can be tricky at best. Whether you're representing the defense or plaintiff side of the argument, you need to have razor-sharp skills and strategies in order to best represent your client.

Our experienced authors provide you with the techniques you need to successfully handle auto defect cases that come your way. Give the most up-to-date advice with a knowledge of automotive defect background and recent developments. Come away with pre-trial preparation strategies for both plaintiff and defense and gain insight into what your opponent might be planning so you can know exactly what to do in response. Get solid strategies for persuasively presenting your argument and optimize your chances of a successful outcome. If you're interested in expanding your practice to include automotive defect cases, don't miss this critical manual!

By: Scott A. Cole, Thomas A. Culmo, Ervin A. Gonzalez, Michele D. Morales and Jennifer Wolinsky. 60 Pages © June 2006

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