

Handling Your First (or Next)

Negotiation in a Personal Injury Case



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LIVE Austin • April 6, 2018 • Texas Law Center

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MCLE CREDIT
6.75 Hours (1 Ethics)

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Handling Your First (or Next)

Negotiation in a Personal Injury Case

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(See page 4 for details.)

LIVE Austin

April 6, 2018

Texas Law Center

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LIVE Webcast

April 6, 2018

8:55am – 4:45pm

No discounts apply for the webcast.

 #TBCLE



Friday

6.75 hours including 1 ethics

7:30 **Registration**
Coffee & Pastries Provided

8:55 **Welcoming Remarks**
Course Director
W. Bradley Parker, *Bedford*
Parker Law Firm

9:00 **Building Your File - Plaintiff** .75 hr

- Learning the numbers
- Liens and subrogation
- What are the expenses?
- Obtaining the insurance policy
- Conducting adequate discovery
- Mediation statement
- Preparing a demand
- Obtaining complete medical and billing reports

Anthony Malley, III, *Beaumont*
Malley Law Firm

9:45 **Building Your File - Defense** .75 hr

- What does the case entail?
- Who is the insurer?
- Medical and bill claims
- Paperwork to file
- Mediation statement
- Making the report

Jennifer Lee, *Dallas*
Fee Smith Sharp & Vitullo

10:30 **Break**

10:45 **Client Preparation - Plaintiff**
.75 hr (.25 ethics)

- Having your client answer the jury charge
- Sending informational letters
- How to dress
- Keeping your composure
- Know your mediator - make sure you have the right mediator for the case

- Family sharing agreements - how to cut the settlement before you even get there
- Potential pitfalls and weaknesses
- Rules of privilege and confidentiality in mediation

Mark T. Murray, *Houston*
Stevenson & Murray

11:30 **Adjuster Preparation - Defense**
.75 hr (.25 ethics)

- How to behave during the mediation
- Putting yourself in the Plaintiff's shoes
- Know your mediator - make sure you have the right mediator for the case
- Rules of privilege and confidentiality in mediation
- *Stowers*

Chastiti Horne, *Houston*
Horne Rota Moos

12:15 **Break - Lunch Provided**

12:30 **Luncheon Presentation:**
Evaluating Your Case - Views from Plaintiff and Defense 1 hr (.25 ethics)

- Non-economic issues
- What drives the value
- Jury verdicts
- Focus groups
- Basis
- Consulting your mentor or peers
- Liability facts
- Comparative issues
- Ability to pay – coverage issues

W. Bradley Parker, *Bedford*
Parker Law Firm
Stephanie Roark, *Dallas*
Hartline Daucus Barger Dreyer

1:30 **Break**



MCLE CREDIT

6.75 Hours (1 Ethics)

MCLE Course No: 174000688

Applies to the Texas Bar College and the Texas Board of Specialization in Civil Appellate, Civil Trial, and Personal Injury Law.

1:45 **Panel Presentation - Pros and Cons of Opening Statements** .75 hr

Moderator

Shannon Ramirez, *Houston*
Gieger Laborde & Laperouse

Panelists

Hon. Elizabeth Ray, *Houston*
Elizabeth Ray, PLLC

Harry Herzog, *Katy*
Herzog & Carp

Brian C. Steward, *San Antonio*
Ketterman Rowland & Westlund

2:30 **Negotiation Strategies**

1 hr (.25 ethics)

- Mediators - their perspective
- Brackets
- What works, what doesn't
- How long should negotiations last?
- Knowing the value of the case
- Surprises at mediation
- Mediator's proposal

Moderator

W. Bradley Parker, *Bedford*
Parker Law Firm

Panelists

Hon. Meca L. Walker, *Houston*
Walker ADR Services

Roberto R. Rios, *San Antonio*
The Rios Legal Group

Greg Thompson, *Beaumont*
ADR Solutions

3:30 **Networking Snack Break Sponsored by TYLA - Bring your business cards!**



3:45 **Post Negotiation Actions - Plaintiff** .5 hr

- Inking the deal
- Provision to indemnify
- Mediation agreement
- Payment expectations
- Medical set-asides
- Subsequent paperwork

Donna Jo Bowen, *Austin*
Slack & Davis

4:15 **Post Negotiation Actions - Defense** .5 hr

- Issue of settlement
- Filing the release
- Disbursement of settlement
- Case evaluation
- Post mediations reports
- Why didn't the case settle?

Clinton V. Cox, IV, *Dallas*
Cox P.L.L.C.

4:45 **Adjourn**



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See the registration form. To learn more about TYLA membership, visit www.tyla.org or call 800-204-2222 ext.1529.

HALF OFF for Attorneys Licensed in Texas 5 Years or Less!

You read that right! See the registration form.

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TexasBarCLE offers scholarships for live courses, video replays, online classes, and webcasts. To apply or learn more, call 800-204-2222, x1490, Mon-Fri 8am-5pm CT. Please apply at least two weeks prior to any live/video replay course or at least one week prior to any webcast or online class.

Active Texas State, County, and Federal Judges, Administrative Law Judges, Hearing Examiners, and Judge's Staff Attorneys may attend for free, provided:

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Parking Information

is subject to change and does not guarantee available space. The Moody Bank/Deloitte Building at 400 W. 15th Street has parking for State Bar of Texas meetings for \$15 per day. The Capitol Visitors Parking Garage on San Jacinto between 12th and 13th Streets has public parking available for a maximum daily charge of \$12.

If You Need Special Accommodations to Attend or Have a Food Allergy, please contact us as soon as possible at 800-204-2222 x1827.

Registered but Can't Attend? Still Earn MCLE Credit

by taking the course online later. If you wish a refund instead, mail or fax (512-427-4443) your request so that we receive it at least one business day before the program.

FREE TO OUR REGISTRANTS! Online Videos and MP3s of the Topics

will be available to registrants 6-8 weeks after the course. Provide your e-mail address when preregistering to be notified when and how these benefits may be accessed. (Note: Presentation lengths may vary from that which was advertised.) There's no extra charge; as a registrant, you're already entitled!

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Contact Julie Marshall at 512-427-1797 or julie.marshall@texasbar.com.

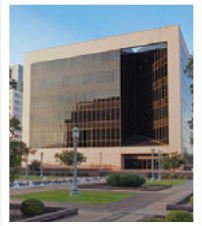
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LIVE Austin

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(800) 204-2222, x1574
www.TexasBarCLE.com



Not from Austin? May we Suggest:

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No hotel rooms have been blocked off for this course.

State Bar of Texas has a preferred rate at these hotels. Mention the corporate ID number 560034650. This rate is based on availability.

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W. Bradley Parker..... Bedford

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Webcast registration is only online and by using a credit card. Go to TexasBarCLE.com and click on Webcasts. Then under the listing for **Handling Your First (or Next) Negotiation in a Personal Injury Case Course**, click Register for Webcast. Mail, fax, or phone registrations will not be accepted.

Webcast Registration Fee and Course Material

The fee is \$195 per webcast registrant. Course materials are included as PDFs for viewing, downloading, or printing during and after the webcast.

Claiming MCLE Credit

For the webcast, the MCLE number will be provided to you online at the conclusion of your viewing, along with instructions on how to claim your MCLE credit while still online.

Replaying the Webcast on Your Computer

About a week after the webcast, webcast registrants will have 9-12 months to finish viewing or reviewing the program online.

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Handling Your First (or Next) Negotiation in a Personal Injury Case

1 Handling Your First (or Next) Negotiation in a Personal Injury Case [8006]

Austin LIVE, April 6, 2018

- Regular Registrant..... \$245
- Take \$50 OFF:** Register by March 23, 2018
- Licensed 5 years or less, **HALF OFF**..... \$122.50*

Your course registration includes:

- Coffee, pastries and lunch provided
- Sponsored networking snack break
- Complimentary internet

I may attend complimentary because I am a (see p. 4):

- Qualifying judge
- Judge's staff attorney

LIVE WEBCAST (\$195) April 6, 2018

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*No discounts in section 3 may be taken

2 Written materials will be provided as a PDF download only. Register in advance and we'll send you an email to download/print the materials when they become available. (You must be a registered user of TexasBarCLE.com to use this feature. Becoming a registered user is free and only takes a moment.) **Note:** Please download the materials **before** you arrive at the course, since internet access may be limited.

3 I am entitled to 1 or 2 discounts on the Course:
 \$50 OFF because I am registering by March 23rd. (If by mail, date of postmark will be determinative.)
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 For more information on joining the section, see page 4.

4 I can't attend, but would like the materials.
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