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PREPARING AND TRYING A SOFT TISSUE INJURY CASE

May 24 - COLUMBUS

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Seminar Number
38046

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FP35149 Obtaining the Best Settlement... CD and Manual \$199 Manual \$99 \$ _____

FP35960 Tackling Advanced Medical... CD and Manual \$199 Manual \$99 \$ _____

Please send my manual in Hard copy or CD Format

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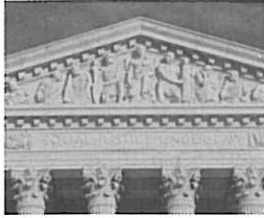
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PREPARING AND TRYING A SOFT TISSUE INJURY CASE



Columbus, Ohio
May 24, 2007

Get both sides of the story so you can increase your chances of success.

Presented by David A. Goldstein, Keith M. Karr, Suzanne E. Kelly and Christopher R. Pettit

Continuing Education:

CLE - 6.0

State Bar College - 6.0

See inside for details!

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Prove Your Case Using Our Methods

Why You Need to Attend

Soft tissue injury cases are some of the toughest to litigate. On the one hand, you have someone who claims to suffer pain due to the negligence of another. On the other hand, you have a party who does not want to pay for pain that isn't readily provable. Both sides can have a legitimate argument, but how do you best help your client? Knowing the liability, theory and strategy of both sides can help you develop an action plan so you can successfully litigate these cases.

At this unique seminar, you'll delve into preparation, case building and trial strategies for both the defense and plaintiff sides of the argument. You'll also discuss settlement options and find out when it's the best option for your client. Don't miss this chance to find out what you should do during a soft tissue injury case, while getting the scoop on your opponent's strategy.

- Learn the key areas to cover in the initial interview.
- Find out what to look for when assessing the case.
- Get tips for conducting a thorough case investigation.
- Understand how to establish liability.
- Gain an understanding of alternative dispute resolution and structured settlement techniques.
- Discover the advantages of releases, partial settlements and assignments.
- Take a step-by-step look at procedures for conducting a successful soft tissue trial.
- Come away with tips for making the best use of witnesses and evidence during the proceedings.

Important Details

May 24 - COLUMBUS

Hyatt Regency-Greater Columbus Convention Center
350 North High Street, Columbus OH 43215 614-463-1234

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: \$319 for the first registrant, \$309 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: *Preparing and Trying a Soft Tissue Injury Case* — 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.

Who Will Teach You

DAVID A. GOLDSTEIN is the principal in the law offices of David A. Goldstein, Co., L.P.A. He practices in the areas of insurance defense, litigation, personal injury, automobile accidents and injuries, insurance coverage, products liability and professional negligence. Mr. Goldstein earned his B.A. degree from The Ohio State University and his J.D. degree from Capital University. He is a member of the Columbus Bar Association and the Ohio State Bar Association.

KEITH M. KARR is the founding principal of Karr & Sherman Co., L.P.A., where he concentrates his practice in the areas of wrongful death, personal injury, traumatic head injury, tort and insurance law. Mr. Karr is a frequent lecturer on his areas of practice and interest with National Business Institute and the Ohio Foundation of Chiropractic. He earned his B.A. degree from Miami University and his J.D. degree from Capital University Law School where he received the Honor of the Order of the Curia. Mr. Karr is president of the Ohio Foundation. He is one of the principal attorneys and founding trustees representing the Ohio State Chiropractic Association as well as the principal administrator of the Ohioans for Justice Political Action Committee. Mr. Karr's other association memberships include The Association of Trial Lawyers of America, the Ohio Trial Lawyers Association, the Franklin County Trial Lawyers Association and the Ohio State and Columbus bar associations. He has published many articles including "Chiropractors as Experts," *Ohio Trial*; "Is It Worth the Price of the Paper on Which It is Written? The Validity of Medical Providers Assignments," *Ohio Trial*, Summer 2005; "Ethically Complicated Disbursements: New Ohio Rules of Professional Conduct Add Ethical Duties toward Third Parties," *Ohio Trial* 2007; and an online article published by the Ohio Foundation of Chiropractic: "Doctors Beware: Unauthorized Practice of Law before the Ohio Industrial Commission," Winter 2007.

SUZANNE E. KELLY is an attorney with Karr & Sherman Co., L.P.A., where her main areas of concentration are personal injury and medical malpractice law. Ms. Kelly earned her bachelor's degree from Miami University of Ohio and her J.D. degree from The Ohio State University. She is admitted to practice before the U.S. Court of Appeals for the 6th Circuit and the United States District Courts for the Southern and Northern Districts of Ohio. She previously served as a hearing officer for the state medical board as well as an assistant attorney general.

CHRISTOPHER R. PETTIT is an attorney in the Columbus law firm of Lane Alton & Horst, L.L.C where he practices in the areas of general litigation, personal injury, professional malpractice and business and commercial matters. He previously was a clinical instructor in trial practice at Cleveland Marshall Law School. Mr. Pettit earned his B.S.E.D. degree, cum laude, from Ohio University and his J.D. degree from The Ohio State University. He is a member of the Ohio Bar Association and the Columbus Bar Association.

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 - 6.0	This course has been approved by the Ohio Supreme Court Commission on Continuing Legal Education for 6.0 CLE credit hours, including 1.0 hour of ethics.
State Bar College - 6.0	Attendance of the instructional portions of this program will result in 6.0 credits toward the Ohio State Bar Association College membership.

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.

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Obtaining the Best Settlement for Personal Injury Clients

What can I expect the settlement amount to be? When personal injury clients ask this question, it's difficult to answer - so many unexpected issues can arise during the settlement process that prevent you from achieving closure. But the more you know about the process, the sooner you can close a personal injury case for the amount your client expects.

That's why this manual is so timely. Address every possible issue that can arise in the personal injury settlement process and how to turn it to your advantage to obtain the best possible settlement for your client. Overcome common hurdles when handling subrogated interests, reimbursements and liens that can bring the process to a halt. Effectively negotiate liens that arise from medical providers, Medicare and ERISA to save clients potentially thousands of dollars. Be prepared to win in disputes related to collecting your share of your fees. Draft airtight settlement letters and packages that don't cause problems later. Whether you're a defense or plaintiff attorney, you'll walk away with skills you can apply immediately to speed up the settlement process and obtain the best outcome for your client.

By: C. William Bair and Charles E. Boyk. 40 Pages © December 2006
FP35149 CD & Manual - \$199 Manual - \$99

Tackling Advanced Medical Malpractice Issues

Medical malpractice law has never been more complex. New advances in genetics, technology and case law all have a lasting impact on how these cases are tried and won. Just when you think you've seen it all, something new comes along. Now is your chance to hear the latest issues impacting medical malpractice.

These comprehensive reference materials will take you through some of today's hottest topics, like standard of care, failure to diagnose and physician to physician communication under HIPAA. Get practice pointers for finding the most qualified expert witnesses and using the internet to strengthen your case. You'll also learn shrewd settlement strategies used by seasoned practitioners. Don't miss this excellent opportunity to sharpen your medical malpractice skills - order these reference materials today!

By: Todd A. Gray, Leslie M. Jenny, David H. Krause, David A. Kulwicki and George M. Moscarino.
309 Pages © December 2006
FP35960 CD & Manual - \$199 Manual - \$99

What You Will Learn

I. PREPARING THE PLAINTIFF'S SOFT TISSUE INJURY CASE

Suzanne E. Kelly, 9:00 - 10:00

- A. Key Areas to Cover in the Initial Interview
- B. Evaluating the Case
- C. Building the Attorney-Client Relationship
- D. Conducting a Thorough Case Investigation
- E. Establishing Liability
- F. Special Liability Issues in Soft Tissue Injury Claims
- G. The Difficult Job of Proving Pain
- H. Damages -- Burns, Scars, Closed Head Injuries, Strains and Sprains, and Emotional Injuries

II. BUILDING THE DEFENSE'S CASE

David A. Goldstein, 10:15 - 11:15

- A. Effective Case Evaluation
- B. How to Conduct a Thorough Case Investigation
- C. Establishing a Strong Defense in the Pleadings
- D. Unique Discovery Strategies When Defending a Soft Tissue Injury Claim
- E. Using Pretrial Motions to Your Advantage
- F. Offer of Judgment

III. SETTLING THE SOFT TISSUE INJURY CASE

Christopher R. Pettit, 11:15 - 12:15

- A. Understanding Alternative Dispute Resolutions/Mediation
- B. Structured Settlements
- C. Lien Considerations to Be Aware Of
- D. What to Look for in Judicially Supervised Settlements
- E. Drafting Effective Settlement Documents
- F. Releases, Partial Settlements and Assignments
- G. Recent Legislative Developments

IV. STANDING ON ETHICAL GROUND

Christopher R. Pettit, 1:15 - 2:15

- A. Rules of Professional Conduct
- B. The Tripartite Relationship Among Insured, Insurer and Counsel
- C. Conflicts of Interest
- D. Attorneys Fees and Charges
- E. Dealing With the "Excess Claim"

V. EFFECTIVE TRIAL STRATEGIES FOR THE PLAINTIFF

Keith M. Karr, 2:15 - 3:15

- A. Jury or Nonjury -- Plaintiff Considerations
- B. Expert Witnesses -- How to Use Medical Authority to Prove Legitimacy of the Soft Tissue Injury
- C. Do's and Don'ts of Preparing Your Witnesses for Trial
- D. Presentation of Evidence
- E. Demonstrative Evidence
- F. Handling Motions and Appeals
- G. Post-Trial Issues

VI. FUNDAMENTAL TRIAL TECHNIQUES FOR THE DEFENSE

David A. Goldstein, 3:30 - 4:30

- A. Jury or Nonjury -- Defense Considerations
- B. Using Expert Witnesses to Disprove the Claim
- C. Cross Examination of Expert Witnesses
- D. Witness Preparation and Presentation of Evidence
- E. Handling Motions and Appeals
- F. Post-Trial Issues

Who'll be there...

This basic-to-intermediate level forum will benefit plaintiff and defense attorneys, paralegals, insurance and chiropractic professionals, and others who want to power up their understanding of soft tissue injury cases.

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

Enroll today! 1-800-930-6182

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