

# HANDLING THE AUTO INJURY CLAIM



**Tampa, Florida  
July 18, 2007**

Overcome challenges and successfully settle  
automobile injury claims.

Presented by  
Scott R. Jeeves and Matthew C. Scarborough

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.

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## Important Details

**July 18 - TAMPA - Tampa Westshore Marriott**

1001 N. Westshore Boulevard, Tampa FL 33607 813-287-2555

**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](http://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:** \$309 for the first registrant, \$299 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

*Scott R. Jeeves and Matthew C. Scarborough, 9:00 - 10:30*

- 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

*Scott R. Jeeves and Matthew C. Scarborough, 10:45 - 11:55*

- 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

*Scott R. Jeeves and Matthew C. Scarborough, 12:55 - 2:10*

- 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

*Scott R. Jeeves and Matthew C. Scarborough, 2:25 - 3:15*

- 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

*Scott R. Jeeves and Matthew C. Scarborough, 3:15 - 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.

# HANDLING THE AUTO INJURY CLAIM

## Who Will Teach You

**SCOTT R. JEEVES** is the president of the Jeeves Law Group, PA, in St. Petersburg. Mr. Jeeves is a certified circuit court mediator and admitted to practice in the state courts of Florida, the U.S. District Court of the Middle District of Florida and the U.S. Court of Appeals for the 11th Circuit. He received his B.A. degree from the University of Florida and his J.D. degree from Stetson College of Law. Mr. Jeeves is a member of the Pinellas County, Hillsborough County and American bar associations, and the Academy of Florida Trial Lawyers.

**MATTHEW C. SCARBOROUGH** is an attorney in the firm of Scarborough, Hill & Rugh L.C. where he devotes his practice to insurance coverage defense, premises liability, property law, toxic tort defense, personal injury law, bad faith defense and automobile liability. He received his B.A. degree from the Stetson University and his J.D. degree from the University of Miami School of Law. Mr. Scarborough is a member of the Hillsborough County Bar Association, the Florida Defense Lawyers Association and the Florida Bar Association.

## Why National Business Institute

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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 seminar 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 - \$199 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

**FP32499 CD & Manual - \$199 Manual - \$99**

### **Successful Medical Malpractice Suits and Defense**

Medical problems are stressful enough. But when a patient claims that a medical provider committed malpractice, the ensuing lawsuit can be expensive, time-consuming, and risky. Whether you are counsel for the plaintiff or defendant, you need to know how to assess the case and use all the tools at your disposal to best represent your client.

This manual will walk you through a medical malpractice case, from initial evaluation and assessment of the case through the trial phase. Learn to comply with the procedural guidelines for filing a medical malpractice case and conducting discovery, while focusing on the issues and avoiding summary judgment. Our experienced authors will share techniques for trying the case - for both plaintiff and defense attorneys - including meeting the burden of proof, arranging the order of evidence and witnesses, and charges to the jury. By: Wil H. Florin, J. Charles Ingram, Mark E. McLaughlin, Mindy P. McLaughlin, Edmund A. Normand, Martin B. Unger and Henry E. Valenzuela.

196 Pages © May 2006

**FP32019 CD & Manual - \$199 Manual - \$99**

### **Handling Medical Negligence Claims**

Your clients trust the doctors, nurses, surgeons and pharmacists who care for them or their loved ones.

But sometimes these medical professionals make mistakes due to carelessness, neglect or incompetence. These mistakes are not only harmful to the patients - they are punishable by law. That's when you enter the picture. Do you have the latest medical and legal expertise to successfully take on these notoriously complex and time-consuming cases?

You can quickly expand your knowledge of this confusing area using this information-packed manual. Examine how to conduct a bottom-line analysis of each case that walks through the door to save yourself time and money. Use the latest discovery tools and tactics that will defend your client in even the most heated legal challenge. Capitalize on proven techniques for effectively using expert witnesses to bring your case to a successful resolution. Master tactics that really work to maximize efficiency and outcomes in settlements. There's no better resource on how to evaluate, settle or litigate medical negligence cases. By: Michael E. Brand, Brett Alan Panter, Barry Adam Postman, Burt E. Redlus.

191 Pages © October 2006

**FP34184 CD & Manual - \$199 Manual - \$99**

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