



The Atlanta Claims Association Presents Annual Workers' Compensation Seminar

Don't miss out on this great annual educational event. This year we will present a real world CAT case. A claim for catastrophic designation will be tracked from setting the reserves, evaluating the case for settlement, negotiating and mediation techniques, and conclude with a mock trial.

DATE: Thursday, February 4, 2010
LOCATION: Villa Christina, 4000 Summit Blvd, Atlanta, GA 30319
ATTIRE: Business Casual
CREDIT HOURS: 4 Credit Hours Submitted for CE and CLE
COST: ACA members: \$30, Non-Members: \$40
\$20 Additional Fee Required for Attorney to obtain CLE credits

MUST REGISTER BY 1/29/2010, SEE PAGE 3 FOR FORM .
REGISTRATION CAN BE DONE ONLINE VIA PAYPAL
at www.atlantaclaims.org

PROGRAM AGENDA:

11:30am—Noon Registration & Coffee

Noon—1:00pm Lunch & Keynote Speaker

12:30—1:00pm **Judge Rick Thompson**
Chairman of Georgia State Board of WC

1:00—2:00pm **The Setting of Claim Reserves:
Is it an Art, a Science or a Shot in the Dark?**
Kerri Crosby, Moderator
A Panel Discussion with insurance professionals, case managers, and attorneys to present points on recent Medicare Set Asides changes, impacts of an Aging Workforce, the increase in Prescription Medications and how these factors along with others impact today's case reserving.

2:00—3:00pm **The Art of Evaluating & Negotiating a Claim**

- How to find the "Sweet Spot" for Negotiations - Greg Presmanes
- Never Let'em See You Sweat! Using Persuasion techniques to enhance negotiations - Judson Vaughn
- ABC – Always Be Closing: Closing the Deal by Mediation – Luanne Clark, Mediator

3:00—3:10pm **Break**

3:10—4:30pm **Mock Trial on Claim for Catastrophic Designation**

- Hearing Docket: Judge: Hon. Melodie Belcher, Chief ALJ, SBWC
- Claimant's Attorney – Burt Tillman
- Employer's Attorney – Lisa Wade
- Audience will hear testimony from the claimant, the employer and the CAT vocational suppliers for both the claimant and employer

Visit www.atlantaclaims.com for further information and to register online.