

Atlanta Claims Association

February 4th, 2010

WORKERS' COMPENSATION SEMINAR

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, USE FORM BELOW.
REGISTRATION CAN BE DONE ONLINE VIA PAYPAL at www.atlantacclaims.org

PROGRAM AGENDA:

11:30am—Noon	Registration & Coffee	2:00—3:00 pm	The Art of Evaluating & Negotiating a Claim <ul style="list-style-type: none">• 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
Noon—1:00pm	Lunch & Keynote Speaker	3:00—3:10 pm	Break
12:30—1:00pm	Judge Rick Thompson <i>Chairman of Georgia State Board of WC</i>	3:10—4:30 pm	Mock Trial on Claim for Catastrophic Designation <ul style="list-style-type: none">• 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
1:00—2:00 pm	The Setting of Claim Reserves: Is it an Art, a Science or a Shot in the Dark? <i>Kerri Crosby, Moderator</i> 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.		

Registration Form – 2010 WC Seminar, 4 Hours of Credit

Mail with Payment – Enclosed is my registration fee: ACA Member \$30 Non-member \$40
All fields below are required for registration and confirmation.

Your Name: _____ Phone #: _____

Employer & Title: _____

Work Address: _____

Ins. License #: _____

E-mail address: _____ * Bar License #: _____

* \$20 Additional Fee Required for Attorneys to obtain CCLC credits.

Make your check payable to: Atlanta Claims Association

Mail your check to: Atlanta Claims Association
c/o Sherry Collins, Provider Relations Coordinator, Accord Services
907 Church Street Extension
Marietta, GA 30060
Telephone: (770) 421-0191 • Fax: (770) 421-0265 • scollins@accordservices.com

Please return your reservation as soon as possible, but no later than Friday, January 29, 2010. Registrations may be faxed, mailed, or sent via E-mail. However, your reservations are not guaranteed until payment is received. Any questions may be addressed to Greg Presmane at (770) 391-9100.