

March Luncheon Topic: Discovering your Memory Power

**Speaker: Rebecca Carr, Trainer with
Freedom Personal Development**

No CE credits offered



Rebecca Carr is a professional trainer who from the age of 5 knew that sales and training people was in her career cards. Over the years she has perfected her craft in both and in coordination with Freedom Personal Development, she trains professionals on not only discovering but increasing their memory power.

Have you met someone and 2 minutes later you could not recall their name? Have you ever wanted to do a presentation from “total” recall with the ease of saying the alphabet? In 45 minutes Rebecca will provide us with some tools to help us.

No, this is not our typical luncheon speaker but more of an interactive training that will help each of us regardless of what jobs we perform. In our jobs we meet people every day, and the first impression is the most important and a lasting one. It is good to refer to someone that you have met by their name. It shows you took interest in knowing who they are and maybe, that person will remember you when you meet them again. We hope that you will come out and join the ACA as we embark on a slightly different training dimension for luncheon attendees.

New Members

Chantelle Dortch - The McCart Group
Duluth, GA

Scott Ellison - White-Hart and Associates
Atlanta, GA

Annual WC Seminar a Hit!

The Annual Workers' Compensation Section's Workers' Comp Seminar, hosted by Chairman Greg Presmanes, was a hit on Feb. 4 at Villa Christina with over 120 registered insurance professionals in attendance. A claim for catastrophic designation was analyzed from start to finish,



Chairman of the Georgia WC Board, Rick Thompson and fellow judge

focusing on setting reserves, evaluating it for settlement, negotiation and mediation techniques, culminating in a mock trial, presided over by Chief Administrative Law Judge Melodie Belcher. The Honorable Rick Thompson, Chairman of the State Board of Workers' Compensation opened

the seminar with remarks on the state of the Board since he assumed the chairmanship. Kerri Crosby presided over a panel addressing the setting of reserves, joined by panelists: Attorney Beverly Manley (Beverly Manley & Associates), Attorney Rob Ryan (Moore, Clarke, Duvall & Rodgers), Shirley Hinton (Grady Health Systems Workers' Compensation Manager), and Kevin Glennon (VP of Clinical Services, Total Medical Solutions). Greg Presmanes spoke on evaluating and negotiating the claim and presided over the panel joined by Judson Vaughn (JurisPerfect, Trial Consultant & Actor) who spoke on persuasion techniques,



Panel Participants on Reserving

and attorney Luanne Clarke (Moore, Clarke, Duvall & Rodgers) who spoke on mediation techniques. The mock trial participants were attorney Burt Tillman (Tillman & Associates; Mediated Dispute Resolutions), who represented the Claimant; attorney Lisa Wade represented the employer/insurer; Patty Bakmaz (Marketing Director, Vernis & Bowling) played the part of the Claimant; Sherry Collins (Accord Services, Provider Relations Coordinator)



Judson Vaughn using persuasive techniques to enhance negotiations

played the part of the employer; Mike Head played the part of the Claimant's expert vocational witness, while Susan Caston played the part of the employer/insurer's expert vocational witness. Robin Williams and Sherry Collins handled the registration table. Sponsors were: Vernis & Bowling, attorneys; Accord Services; Stop Loss, Inc.; Speak Easy Translation; Express Dental Care; R&R Vans & Lifts, Inc.; Sapphire Solutions; and Drs. Rick Hammesfahr and Craig Weil, The

Center for Orthopaedic & Sports Medicine. Thanks to all who volunteered their time and expertise, and those who attended, to make this a great seminar.