

THE AMERICAN REHABILITATION ECONOMICS ASSOCIATION

is pleased to announce its

2010 ANNUAL CONFERENCE in CHICAGO!



AMBASSADOR EAST

JUNE 17-20, 2010

1301 North State Parkway, Chicago, Illinois
Phone: 312-787-7200 or 888-506-3471

Where metro meets retro

CEUs available for CEA, CRE, ABVE, CRC, CDMS, CVE and CLCP certifications!

AREA is currently the only international certifying body with the unique blend of professions in loss assessment, and the first to establish a Registry of both Forensic Vocational & Forensic Economic Experts.

**2.0 units of Ethics Credit and 1.0 unit of Graduate Credit
will be offered for Boot Camp attendance.**

DISCOUNT!

Register for **BOTH** the Boot Camp **and** the Main Conference and **RECEIVE A \$150 DISCOUNT!**

Our History Established in 1989, AREA has pursued two missions: (1) bringing recognition to the combined use of vocational rehabilitation and earnings loss assessment as a distinct discipline, and (2) providing a peer-exchange forum for testifying experts who practice in areas of vocational, life-care planning or economics. Members of AREA currently represent nearly 30 states, plus Canada, Mexico and The Virgin Islands.

What We Do As forensic experts, AREA members offer opinions in a wide variety of forensic cases. Most often, these cases involve some type of injury which has resulted in an alleged loss of the ability to work and earn money, and/or the present value of long-term medical expenses and costs.

What AREA Is Offering YOU At This Time AREA supports professional growth by offering continuing education opportunities for learning basic and advanced econometric processes, procedures and methodologies, as well as university graduate degree credit, at its **Annual Conference**. Conference sessions, taught by vocational rehabilitation and economic experts, encourage the sharing of knowledge between related forensic professionals.

Why YOU Should Attend AREA's Next Annual Conference AREA professionals remain on the cutting edge of the forensic econometric movement. You will find Conference sessions that introduce YOU to methodologies that compare what a person could have earned prior to an injury incident and what they are likely to earn now; how to find the present value of losses; how to calculate the differences of the two streams of income; how to determine "basic wage," fringe benefit percentages and SO MUCH MORE!

2010 BOOT CAMP: The concept of a Boot Camp for forensic damages experts at our annual conference was introduced several years ago. Previous presentations have provided insight on the various theoretical aspects of damages calculations. The 2010 Boot Camp will concentrate on the mechanical aspects of economic damages projections. This year, participants will *actively* participate in the calculation of the present value of lost earning capacity, lost household services, and the present value of future medical and care costs in several sample cases. Based upon the comments provided by previous attendees, there seems to be considerable interest in learning more about data collection and performing the calculations. The economic portions of this year's Boot Camp will begin with review of sample cases and the vocational opinions set forth in the vocational presentations. Participants will then identify, gather, and compile all necessary information and data from private and government sources. Next, attendees will participate in hands-on exercises using MS Excel to create the basic spreadsheets which will calculate damages. Particular attention will be focused on the use of spreadsheet formulae to calculate the present value of economic damages. Finally, basic spreadsheet calculations will be translated into the final economic loss report to be used at trial. This is an intensive *hands-on* training program for those practitioners interested in gaining the first-hand knowledge necessary to perform economic loss projections. *Due to the high level of audience participation, it is recommended that attendees bring a laptop computer installed with MS Excel or another similar spreadsheet software program (Quattro Pro, Lotus, etc.)*

MAIN CONFERENCE: Specific presentations at the Main Conference will include state-of-the-art methodologies in the formulation of vocational and economic opinions in personal injury and wrongful death litigation.

CONFERENCE REGISTRATION:	Boot Camp:	\$450.00 (members and non-members)
	(June 17-18)	
AREA is unable to accept credit card payments.	Main Conference:	MEMBERS
	(June 18-20)	Non-CEU rate: \$165.00
		CEU rate: \$300.00
		NON-MEMBERS.....
		Non-CEU rate: \$195.00
		CEU rate: \$350.00
DISCOUNT: Register for BOTH Boot Camp & Main Conference & receive a \$150 discount!		
CONFERENCE REGISTRATION DEADLINE: CANCELLATIONS / REFUNDS: Written notice of		
Close of business, Monday, May 31st. Cancellation and request for refund must be received		
Registrations received after May 31 st by AREA no later than Monday, June 7 th for a full		
will be assessed a \$50 ⁰⁰ LATE FEE. refund. Requests received after June 7 th will be		
subject to a \$50 ⁰⁰ ADMINISTRATIVE FEE.		
REGISTER:	Mail your check or money order, made payable to "AREA," to:	
	AREA, c/o Margy Ashby, 127 N. Westwind Drive, El Cajon, CA 92020-2955	

HOTEL ROOMS: Rooms at the Ambassador East Hotel are **\$179⁰⁰** per night for a King Deluxe. (All rates are subject to state sales and bed taxes.) This Conference rate applies to the nights of June 14th through June 23rd for those registrants who wish to turn their stay into a vacation with family. The additional person charge is \$20⁰⁰.

Hotel Reservations: Phone the Ambassador East Reservations Department toll free at 888.506.3471 or 312.787.7200 (x5196). Identify yourself as part of the "American Rehabilitation Economics" group in order to reserve your individual accommodations under our room block.

The HOTEL REGISTRATION DEADLINE is MONDAY, MAY 17th.

Reservations made after this date will be confirmed on a space- and rate-available basis.

QUESTIONS? AREA office: 800.317.2732 (toll free) ■ 619.440.2650 ■ area@gasvcs.net

VISIT OUR WEBSITE AT <http://www.a-r-e-a.org>

AREA 2010 Boot Camp Agenda

“Forensic Mechanics 301: Hands-On Practice”

Thursday, June 17, 2010

7:30 am to 9:00 am	Registration and Continental Breakfast (Breakfast also on Friday 7:30 – 8:30 am)
9:00 am to 9:30 am	<p>Presentation: <u>Introduction to AREA 2010 Boot Camp:</u></p> <ul style="list-style-type: none"> • Goals & Organization • Overview of Case Studies: Personal Injury (A) & Wrongful Death (B) <p>Gerald R. Schneck, PhD, CRC-MAC, FVE, Minnesota State University, Mankato George H. Barrett, MSRC, MBA, Brookshire Barrett & Associates</p>
9:30 am to 10:00 am	<p>Presentation: <u>Forensic Vocational Rehabilitation Practice:</u></p> <ul style="list-style-type: none"> • Role of the Forensic Vocational Expert; • Scope of Practice; • Litigation Practice Venues; and the • Retention Process <p>Gerald Schneck</p>
10:00 am to 10:30 am	<p>Presentation: <u>Laying a Reasonable Foundation for Forensic Vocation Opinion Personal Injury (Case Study A)</u></p> <ul style="list-style-type: none"> • Referral Information; • Additional Data Needs (Employment, Wages, Fringe Benefits, Education, Military, • Family, Medical, Other Service Needs, etc.); • Assessment Practices: Test Selection; Administration; Scoring; Interpretation; • And Reporting • Transferable Skills Analysis; and • Occupational Databases & Other Labor Market Information <p>Gerald Schneck</p>
10:30 am to 10:45 am	Break
10:45 am to 11:15 am	<p>Presentation: <u>Laying a Reasonable Foundation for Forensic Vocational Opinion Wrongful Death (Case Study B)</u></p> <ul style="list-style-type: none"> • Referral Information; • Additional Data Needs (Employment, Wages, Fringe Benefits, Education, Military, • Family, Medical, Other Service Needs, etc.); • Assessment Practices: Test Selection; Administration; Scoring; Interpretation; • And Reporting • Transferable Skills Analysis; and • Occupational Databases & Other Labor Market Information <p>Gerald Schneck</p>
11:15 am to 12:00 pm	<p>Presentation: <u>Work Life Expectancy and Life Expectancy Determination</u></p> <ul style="list-style-type: none"> • Appropriate Use of Available WLE and LE Databases/Tables; • When the Plaintiff Differs from the Average • Case Study A & B Applications <p>Gerald Schneck</p>
12:00 pm to 1:00 pm	Lunch – On Your Own

Thursday, June 17, 2010 (continued)

1:00 pm to 1:45 pm

Presentation: **Loss of Household Services and Consortium**

- When to consider Household Service Losses; (PI & WD)
- How to Measure Loss
- Available Data on Household Services
- Dollar value of Household Services
- What are consortium losses?
- When do you consider consortium losses?
- Case Study A & B Applications

Gerald Schneck

1:45 pm to 2:45 pm

Presentation: **Composition of Economic Spreadsheets: A Hands-On application (Case Study A: Personal Injury)**

- Basic Case Information
- Calculation of Life Expectancy
- Calculation of Worklife Expectancy
- Historical Wage Documentation
- "But For" Injury Wage Base
- Fringe Benefit Calculation
- Present Value
- Future and Present Value of Earnings

George Barrett

2:45 pm to 3:00 pm

Break

3:00 pm to 5:00 pm

Presentation: **Composition of Economic Spreadsheets: A Hands-On application (Case Study B: Wrongful Death)**

- Basic Case Information
- Calculation of Life Expectancy
- Calculation of Worklife Expectancy
- Historical Wage Documentation
- "But For" Injury Wage Base
- Fringe Benefit Calculation
- Present Value
- Future and Present Value of Earnings
- Lost Household Services
- Future Value of Future Medical & Care Costs
- Calculation of Present Value of Medical & Care Costs

George Barrett

Friday, June 18, 2010

8:30 am to 9:15 am	Presentation: <u>Composition of Final Economic Damages Report</u> George Barrett
9:15 am to 10:15 am	Presentation: <u>Ethical Practices in Forensic Vocational Rehabilitation & Economic Expert Opinion: With Case Examples</u> <ul style="list-style-type: none"> • <u>CRCC Code of Professional Ethics</u> – Basis; Professional Responsibilities and Relationships; Selected Standards; & Practical Applications • <u>Specific Ethical Standards Addressed:</u> (<i>Selected situations will be used as examples for various standards</i>) <ul style="list-style-type: none"> ○ Who is the Client?/Do we have broader ethical and moral responsibilities? ○ What is the basis for ethical standards? ○ <i>Preamble: A.5.f; A.8;</i> ○ Confidentiality, Privileged Communication & Privacy: <i>B.1; B.2; B.6; B.7;</i> ○ Professional Responsibility: <i>D.1; D.3; D.4; D.5;</i> ○ Forensic & Indirect Services: <i>F.1; F.2; F.3; F.4;</i> ○ Evaluation, Assessment, & Interpretation: <i>G.1; G.2; G.4;</i> ○ Business Practices: <i>K.1; K.2; K.3; K.4</i> • <u>CDMS Standards of Practice</u> – Basis; Selected Standards & Applications (<i>Selected situations will be used as examples for various standards</i>) • <u>Specific Standards of Practice Addressed:</u> <ul style="list-style-type: none"> ○ Who is the client?/Who do we have responsibilities to? ○ What is the basis for standards of practice? ○ <i>Preamble & Principles</i> ○ Confidentiality, Privacy: <i>RPC 1.05; 1.10</i> ○ Professional Responsibility: <i>RPC 1.03; 1.08; 1.09; 1.12; 1.13.; 1.14; 2.01</i> • <u>Forensic & Indirect Services:</u> <i>RPC 1.07; RPC 3.01; RPC 3.02</i> <ul style="list-style-type: none"> ○ Business Practices: <i>RPC 1.01; 1.02; 1.04; 1.05; 1.06; 1.10; 1.15; 1.16; 1.18;</i> ○ <i>2.02; 2.04; 2.05;</i> • <u>Resolving Ethical Issues</u> • <u>CRCC & CDMS Professional Responsibilities and Procedures</u> <ul style="list-style-type: none"> ○ <i>CRCC: L.1; L.2; L.3; L.4</i> ○ <i>CDMS: RPC 1.19</i> Gerald Schneck George Barrett
10:15 am to 10:30 am	Break
10:30 am to 11:30 am	Presentation: <u>Ethical Practices in Forensic Vocational Rehabilitation & Economic Expert Opinion: With Case Examples (Continued)</u> Gerald Schneck George Barrett
11:30 am to 12:00 pm	Presentation: <u>Discussion and Wrap Up</u> (Questions & Answers) George H. Barrett Gerald R. Schneck

- 1.00 hrs. Introduction/Discussion & Wrap Up (GS & GB)
- 3.00 hrs. Forensic Voc Rehab (GS)
- 3.75 hrs. Forensic Economics (GB)
- 2.00 hrs. Forensic Rehab Ethics (GS & GB)

9.75 Total Contact Hours

AREA 2010 ANNUAL CONFERENCE

REGISTRATION FORM

June 17-20, 2010 ... *Ambassador East Hotel, 1301 North State Parkway, Chicago, Illinois*
PLEASE FAX TO 619.593.9989 AND FOLLOW UP WITH YOUR PAYMENT IN THE MAIL.

The following data will be used for the "List of Attendees" in the Conference packet so PLEASE PRINT LEGIBLY.

_____ <i>Registrant's Name, including credentials</i>			_____ <i>Company Name, if applicable</i>	
_____ <i>Office</i>	_____ <i>Fax</i>	_____ <i>Cell (Publish? Yes / No)</i>	_____ <i>Email</i>	_____ <i>Website</i>
_____ <i>Mailing Address</i>			_____ <i>City, State</i>	_____ <i>Zip</i>

BOOT CAMP REGISTRATION - JUNE 17-18, 2010

- \$ _____ Please register me for the **Boot Camp** at the rate of **\$450**.
 Check here if interested in applying for **1.0 Graduate Credit** for Boot Camp attendance.

MAIN CONFERENCE REGISTRATION - JUNE 18-20, 2010

CURRENT AREA MEMBERS: (Dues must be paid in full in order to be eligible for Conf. registration at the Member rate.)

- \$ _____ I do need CEUs for my Conference attendance. Please register me at the rate of **\$300**.
\$ _____ I do not need CEUs for my Conference attendance. Please register me at the rate of **\$165**.

NON-MEMBERS: (Membership information may be found on the "[join](http://www.a-r-e-a.org)" page of the AREA website at <http://www.a-r-e-a.org>.)

- \$ _____ I do need CEUs for my Conference attendance. Please register me at the rate of **\$350**.
\$ _____ I do not need CEUs for my Conference attendance. Please register me at the rate of **\$195**.

DISCOUNT TO ATTEND BOTH THE BOOT CAMP AND THE MAIN CONFERENCE:

- \$ - _____ I am registering for the Boot Camp and Main Conference, so please DEDUCT **\$150**.

\$ _____ **TOTAL AMOUNT ENCLOSED**

CEUS: I need continuing education credit for the following credentials: CEA/CRE ABVE CLCP
(Please check ALL that apply) CDMS CRC CVE

Mail this Registration Form (with check / M.O. made payable to "AREA") to: **AREA Conference Registration, c/o Margy Ashby, 127 N. Westwind Drive, El Cajon, CA 92020-2955.** (No credit card payments please.)

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Registration Questions? Contact Margy Ashby at area@gasvcs.net or 800.317.2732 (toll-free) or 619.440.2650.
Conference Questions? Contact Kent Jayne at 319.626.3530 or 319.389.9831 (cell) or kentjayne@sprynet.com.