

# AMERICAN REHABILITATION ECONOMICS ASSOCIATION

<http://www.a-r-e-a.org/conference.shtml>

## REGISTRATION NOW OPEN!



SEE YOU THERE!!

**JUNE 9<sup>th</sup>**  
to  
**JUNE 12<sup>th</sup>**  
**2011**



RED LION HOTEL  
ON FIFTH AVENUE • SEATTLE

**RED LION HOTEL**

**1415 Fifth Avenue, Seattle, Washington**

**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.

**We expect to offer 2.0 units of Ethics credit for attendance at the Sunday session.**

**DISCOUNT!** Register for the Boot Camp AND the Main Conference ... **[RECEIVE \\$150 OFF!](#)**

**AREA's 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 & The Virgin Islands.

**What AREA Does** .... 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 Offers** .... AREA supports professional growth by offering continuing education opportunities for learning basic & advanced econometric processes, procedures and methodologies at its **Annual Conference**. Conference sessions, taught by vocational rehabilitation and economic experts, encourage the sharing of knowledge among related forensic professionals.

**Why Attend AREA's Conference this June?** 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" presentation strategies, fringe benefit percentages and SO MUCH MORE ! This conference is a **MUST ATTEND** for VE's who currently perform economic projections, and those who wish to learn methodologies used nationwide to expand their practice and increase professional credibility.

**2011 BOOT CAMP:** The Forensic Economics Boot Camp is a total immersion approach to valuing economic damages. We will be valuing a case (or cases, as time permits) that focuses on real-world challenges faced by practicing experts. We will discuss work-life and life expectancies, earnings and fringe benefit bases, growth and discount rates, support factors, and household services. We will build spreadsheets for valuing economic damages. Lastly, we will create visual aids for trial purposes. Both beginners and more advanced participants will be accommodated.

*Boot Camp participants are asked to bring a laptop computer installed with MS Excel (or another similar spreadsheet software program, such as Quattro Pro, Lotus, etc.)*

**2011 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, employment law, and wrongful death litigation.

<b>CONFERENCE REGISTRATION:</b>	Boot Camp:	\$450.00 (members <u>and</u> non-members)
	Main Conference:	MEMBERS: \$300.00
		NON-MEMBERS: \$350.00

**DISCOUNT!** Register for the Boot Camp AND the Main Conference ... **receive a \$150 discount!**

**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  
*Credit card payments NOT accepted!*

**CONFERENCE REGISTRATION DEADLINE:**  
**Close of business, Friday, May 27<sup>th</sup>**  
Registrations received after May 27<sup>th</sup>  
will be assessed a \$50<sup>00</sup> LATE FEE.

**CANCELLATIONS / REFUNDS:** Written notice of cancellation and request for refund must be received by AREA no later than Wednesday, June 1<sup>st</sup> for a full refund. Requests received after June 1<sup>st</sup> will be subject to a \$50<sup>00</sup> ADMINISTRATIVE FEE.

## **HOTEL RESERVATIONS:**

**CUT OFF DATE:**  
**Wednesday, May 18, 2011.** After this date, the hotel may continue to accept reservations from AREA's attendees BUT AT THE PREVAILING ROOM RATE, subject to availability.

Each individual guest must make their own reservations by calling the Red Lion Hotel at **1.800.733.5466**. Identify yourself as part of the "American Rehabilitation Economics Association" or "AREA" group in order to reserve under our room block. All reservations must be guaranteed and accompanied by a first night room deposit or guaranteed with a major credit card. Group members may also make their reservations online by completing the [online reservation form](#). Our booking code is "AREA 2011."

**HOTEL RATES:** Room rates at the Red Lion Hotel are **\$159<sup>00</sup>** per night for a single or double (\$179<sup>00</sup> for a triple; \$199<sup>00</sup> for a quadruple). All rates are subject to applicable state and local taxes.) These Conference rates apply to the nights of Wednesday, June 8<sup>th</sup> through Sunday, June 12<sup>th</sup>.

**QUESTIONS?** AREA office: 800.317.2732 (toll free) ■ 619.440.2650 ■ [area@gasvcs.net](mailto:area@gasvcs.net)  
VISIT OUR WEBSITE AT <http://www.a-r-e-a.org>

Seattle offers a wealth of local attractions including **IMAX Theaters at Pacific Science Center** (near the Space Needle); **BURKE MUSEUM OF NATURAL HISTORY & CULTURE** [www.burkemuseum.org](http://www.burkemuseum.org); **JAZZ ALLEY** – a local favorite with nationally recognized acts, small venue of about 120-150 max.– free parking and near the hotel; **PARAMOUNT THEATRE** – music in a beautiful old theatre where nationally recognized musicians of all venues play; **5<sup>th</sup> AVENUE THEATRE** [www.5thavenue.org](http://www.5thavenue.org) with great performances such as Phantom of the Opera and In the Heights; **SEATTLE SYMPHONY** [www.seattlesymphony.org](http://www.seattlesymphony.org) for future performances; **ARGOSY CRUISES** [www.argosycruises.com](http://www.argosycruises.com) – custom vessels, sail on the waterfront of Seattle coast to view land & sea with food, drinks & music; **TILlicum VILLAGE** – a short trip on the salt water to an Indian village for salmon feed the old style & walking around the native property, only accessible by water; **PUBLIC MARKET** – a fixture of Seattle with fresh food, fish, fruits, collectibles, shopping & street musicians; **SEATTLE ART MUSEUM** – changing art shows of varied types & regions of the world, downtown easy access; **SEATTLE ASIAN MUSEUM** represents many regions & hosts **China Town** area with many places to eat; **Art Galleries** galore!

# AREA 2011 ANNUAL CONFERENCE

**BOOT CAMP:** Thursday, June 9 to Friday, June 10, 2011  
Check-in begins at 7:30 am on Thursday.

**MAIN CONFERENCE:** Friday, June 10 to Sunday, June 12, 2011  
Check-in begins at 7:30 am on Friday.

Continental Breakfast served daily beginning at 7:30 am. Check marquee upon arrival at the hotel for meeting room schedule.

## BOOT CAMP ... "Forensic Economics"

THURSDAY ♦ June 9<sup>th</sup>

Thursday

9:00 am to 10:30 am	← 10:30-10:45 am - BREAK	2.75 CEUs ↓↓↓↓↓
10:45 am to 12:00 pm		
12:00 pm to 1:00 pm LUNCH (on your own)		
1:00 pm to 2:45 pm	← 2:45-3:00 pm - BREAK	3.75 CEUs ↓↓↓↓↓
3:00 pm to 5:00 pm		

**BOOT CAMP INSTRUCTORS:**

**George A. Barrett** MSRC MBA  
Brookshire Barrett & Associates

**Darryl A. Zengler** M.A.  
Zengler & Inouye, LLC

FRIDAY ♦ June 10<sup>th</sup>

Friday

8:30 am to 10:15 am	← 10:15-10:30 am - BREAK	3.25 CEUs ↓↓↓↓↓
10:30 am to 12:00 pm		
12:00 pm to 1:15 pm LUNCH (on your own)		
		2.75 CEUs TOTAL

## MAIN CONFERENCE

SATURDAY ♦ June 11<sup>th</sup>

<b>WELCOME!</b>	1:00 pm to 1:15 pm	PRESIDENT'S OPENING REMARKS		Darryl A. Zengler MA
Session 1	1:15 pm to 2:45 pm	Abstract Factors to Consider When Estimating Economic Damages from Wrongful Termination	1.5 CEUs ↓↓↓↓	Nora C. Ostrofe MBA CEA AVA Thomas Roney B.A. ABD
	2:45 pm to 3:00 pm	BREAK (light refreshments provided)		
Session 2	3:00 pm to 5:00 pm	Past Medical Bill Review and Determining the Reasonableness of the Costs	2.0 CEUs ↓↓↓↓	Michael J. Fisher J.D. Neil Bennett M.Ed. CRC CDMS John Fontaine M.A. CRC CCM Cloie B. Johnson M.Ed. CCM ABVE-D Judith Parker M.Ed. CDMS ABVE-D CLCP

### 6:30 pm to 8:30 pm PRESIDENT'S RECEPTION

Session 3	8:30 am to 10:00 am	Thinking on My Seat <i>A Roundtable Exercise</i>	1.5 CEUs ↓↓↓↓	Robert J. Paré M.S. CRC LRC CDMS
	10:00 am to 10:15 am	BREAK (light refreshments provided)		
Session 4	10:15 am to 12:00 pm	Evaluation of Wage Sources for Earning Capacity Assessment	1.75 CEUs ↓↓↓↓	Ann Wallace Ph.D.
	12:00 pm - 1:00 pm	LUNCH (on your own)		
Session 5	1:15 pm to 3:00 pm	Making the Most of the Vocational Expert/Economic Expert Relationship	1.75 CEUs ↓↓↓↓	Laura J. Taylor Ph.D. John Fontaine M.A. CRC CCM
	3:00 pm to 3:15 pm	BREAK (light refreshments provided)		
Session 6	3:15 pm to 5:00 pm	Clinical Judgment and Expert Testimony	1.75 CEUs ↓↓↓↓	Tim Field Ph.D. Tony J. Choppa M.Ed. CRC CCM CDMS Cloie B. Johnson M.Ed. CCM ABVE-D Kent Jayne MBA CRC CCM CLCP ABVE-D

SUNDAY ♦ June 12<sup>th</sup>

	8:30 am to 9:30 am	<b>AREA ANNUAL MEETING</b> (incl. 2012 Conference brainstorming)		
	9:30 am to 9:45 am	BREAK		
Session 7	9:45 am to 11:45 am	Forensic Competency and Conduct – Considerations in Light of the New CRCC Code of Ethics Section F: Forensic and Indirect Services	2.0 CEUs ↓↓↓↓	Lisa A. Clapp MA CRC CEA Lorie J. McQuade M.Ed. CRC CRCC Commissioner
				** AREA is applying for 2.0 units of ETHICS CREDIT from CDMSC & CRCC for attendance at this session.
<b>SEE YOU NEXT YEAR!</b>	11:45 am to 12:00 pm	CLOSING REMARKS & CONCLUSION OF CONFERENCE	12.25 CEUs TOTAL	Darryl A. Zengler MA

# AREA 2011 ANNUAL CONFERENCE

## REGISTRATION FORM

June 9-12, 2011 ... *Red Lion Hotel on Fifth Avenue, 1415 Fifth Avenue, Seattle, Washington*

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 9-10, 2011

\$ \_\_\_\_\_ Please register me for the **Boot Camp** at the rate of **\$450**.

### MAIN CONFERENCE REGISTRATION - JUNE 10-12, 2011

\$ \_\_\_\_\_  I *am* currently a member of AREA.\*  
Please register me for the **Main Conference** at the MEMBER rate of **\$300**.  
(Dues must be paid in full in order to be eligible for Conference registration at the Member rate.)

\$ \_\_\_\_\_  I am *not* currently a member of AREA.\*  
Please register me for the **Main Conference** at the NON-MEMBER rate of **\$350**.

\* Membership information may be found on the "join" page of the AREA website at <http://www.a-r-e-a.org>.  
Annual Professional and Associate membership dues are \$125 and Student membership dues are \$25.

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

\$ - \_\_\_\_\_  I am registering for BOTH the Boot Camp and the Main Conference,  
so please **DISCOUNT** my Main Conference registration fee **\$150**.

\$ \_\_\_\_\_ **TOTAL AMOUNT ENCLOSED**

### IMPORTANT INFO NEEDED

I need CEUs for the following:  CEA/CRE  ABVE  CLCP

### FOR CONTINUING ED. CREDIT:

(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](mailto: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](mailto:kentjayne@sprynet.com).