

AMERICAN REHABILITATION ECONOMICS ASSOCIATION

THE ONLY INTERNATIONAL CERTIFYING BODY IN LOSS ASSESSMENT

DEMOGRAPHIC CHANGES POSE NEW CHALLENGES FOR VOCATIONAL EXPERTS

**Conference
Info Page 2**

SPECIAL POINTS OF INTEREST:

- **What is the CES definition of employment?**
- **Employment is the total number of persons on establishment payrolls employed full or part time who received pay for any part of the pay period which includes the 12th day of the month. Data exclude proprietors, self-employed, unpaid family or volunteer workers, farm workers, and domestic workers.**

In a decade, the United States will undergo a demographic shift that will have a profound influence on its political, economic, and technological priorities and redefine our markets. From its age distribution to the color of its skin, America will look dramatically different. The challenge for vocational experts and economist alike is to sort out how these demographic changes will impact a worker's future participation in the American labor market.

Over the next decade, baby boomers will advance in age causing the largest number of older people in our society's history. With the advanced aging of a generation come a variety of issues. Will boomers continue to work as they age? What are the health implica-

tions of a society struggling with obesity and obesity-related diseases? If boomers do work longer, what effects are there on the generations that follow? Will generations that follow be blocked from their next career step because an all-to-healthy or all-to-indebted predecessor cannot or will not retire?

Even as America goes gray, its skin will become more polychrome due to higher birth rates among minorities and increasing immigration from Latin America and Asia. Niche markets today that serve the Latin American and Asian communities will grow into mass markets segmented by nationality, cultural experience, and other distinctions. How will these changes affect the job opportunities for multi-language speaking job entrants?

In the near future, China and India will grow into economic powers in their own right. The outsourcing of American jobs should continue to fuel China's and India's economic expansion. The ever-changing vocational landscape will raise new questions in regards to workers' opportunities within the American labor market.

Vocational expert opinions may look different in the next 10 years due to these demographic changes. Similarly, vocational opinions look different today in the wake of the Internet and computer technologies. With continued research, answers to these demographic-related questions will reveal themselves in the not too distant future.

ACCEPTING APPLICATIONS FOR BOARD OF REVIEWERS

Members are invited to apply for open positions on the Board of Reviewers of The Earnings Analyst (TEA), the journal of AREA. The Board of Reviewers is a distinguished panel of recognized experts in the fields of forensic vocational rehabilitation and economics.

One's selection as a reviewer can be considered a reflection of professional achievement.

If selected to review an article, the member will help make decisions about the contents of TEA. Historically, the journal has provided its members with well-regarded resource material

on various topics useful in the forensic disciplines. AREA is asking for new recruits to continue this tradition.

For further information, contact the AREA office at 800-317-2732 or areaorg@cox.net.

2008 AREA SPRING CONFERENCE

AREA BOARD OF DIRECTORS

PRESIDENT

Shannon Shipp, PhD, CEA
sshipp@shippneedham.com

PAST PRESIDENT

Kevin Marshall, PhD, RFE
kmarshall@ulv.edu

PRESIDENT- ELECT

**William Houston Reed, PhD,
CRE**
WmHoustonReed@aol.com

INTERNAL VP

Rod Durgin, PhD
asv@coinedu.com

EXTERNAL VP

Darryl Zengler, MA, CEA
zengler@zengler.com

MEMBERS AT LARGE

George Barrett, MBA, MS
barrett@forensiceconomics.org

**C. Michael Graham, EdD,
CRE, CEA**
michael@grahamconsulting.org

SECRETARY / TREASURER

Margy Ashby
areaorg@cox.net

The 2008 AREA Spring Conference will take place Thursday, May 15th through Sunday, May 18th at the Omni William Penn Hotel in Pittsburgh, PA. The conference is divided into two sections: the Pre-Conference and the Main Conference. The conference offers attendees the opportunity to earn all CEU's at one event.

The Pre-Conference

The pre-conference will offer the first-ever two-day "Boot Camp," featuring a tri-discipline primer for forensic experts and those persons aspiring to become forensic experts.

The Boot Camp will provide instruction on the topics of vocational analysis, life care planning, and economic

valuation. Our featured speakers will include William Houston Reed, Ph.D., CRE (Vocational Approaches 101), Penelope Caragonne, PhD (Life Care Planning – Working with Other Experts), and Shannon Shipp, PhD, CEA, and Kevin Marshall, JD, MPA, PhD, RFE (Forensic Economics 101).

The pre-conference costs \$450. There is discount of \$150 available for those persons who attend both the pre-conference and the main conference. Attendees can receive 1.0 Graduate Credits from the University of La Verne College of Business and Public Administration.

The Main Conference

The main conference is pleased to

have Richard Bonfiglio, MD, present two Friday sessions on chronic pain and chronic pain management.

The main conference will offer attendees information on diverse topics from the proper treatment of fringe benefits when making the personal consumption offset to use of alternative worklife models. Presenters will include Gene Trevino, PhD, CEA



(Personal Consumption and Fringe Benefits), George Barrett, MBA (Forensic Vocational and Economic Aspects of Labor Cases), Malcolm Cohen, PhD (Alternative Worklife Models: Their Uses and Non-Uses), Tom Mitchell, PhD, CEA, and Terry Dinneen, MS, CRE, CEA (Ethics Panel Discussion), Darryl Zengler, MA, CEA (Valuing the Economic Damages of Foreign Nationals), and William Houston Reed, PhD, CRE (Roundtable Discussion).

The main conference costs \$300 for AREA members, and \$350 for non-members.

Further Information

For further information, please go to the AREA website at www.A-R-E-A.org.

CONFERENCE CALENDAR

**Save The
Date!**

April 4 – 6, 2008

American Board of Vocational Experts (ABVE) Spring Conference
San Diego, CA

May 15 – 18, 2008

American Rehabilitation Economics Association (AREA) Spring Conference
Pre-Conference Sessions: Thursday, May 15th
Main Conference Sessions: Friday, May 16th – Sunday, May 18th
Pittsburgh, PA

May 20 – 22, 2008

National Association of Forensic Economics (NAFE) International Meeting
Istanbul, Turkey

June 29 – July 3, 2008

Western Economics Association (WEAI)
Honolulu, HI

October 30 – November 1, 2008

International Association of Rehabilitation Professions (IARP)
Forensic Conference
Ft. Lauderdale, FL

November 20 – 22, 2008

Southern Economics Association (SEA)
Washington, DC

January 3 – 5, 2009

Allied Social Science Associations (ASSA)
San Francisco, CA

February 27 – March 1, 2009

Eastern Economics Association (EEA)
New York, NY

A R E A

American Rehabilitation Economics Association
 127 North Westwind Drive
 El Cajon, CA 92020-2955
 Phone: 800-317-2732
 Fax: 619-593-9989
 Email: areaorg@cox.net
 Web: www.a-r-e-a.org
 Listserv: www.egroups.com/group/AREA

CREATING VALUE IN THE CEA CREDENTIAL

Attorneys who retain forensic economists for the purpose of providing expert witness services should be made aware of the Certified Earnings Analyst (CEA) credential. This awareness is the responsibility of the individual possessor of the CEA credential and AREA as a governing body. An economist with the CEA certification has the ability to directly interface with retaining attorneys and, hence, is in a position to create greater value in the marketplace for the certification.

The CEA credential is awarded to Professional members of AREA who have completed and passed the certification examination and have submitted official educational transcripts, letters of recommendation of professional service, two reports used at trial, and a deposition transcript demonstrating wage loss proficiency and correct use of present value calculations. For vocational experts seeking the CEA certification, AREA requires proof of at least one vocational certification in addition.

The CEA credential differentiates its possessor from other forensic economists by telling retaining attorneys that the CEA holder has passed a comprehensive examination and has had his/her work product reviewed by peers. The CEA holder has formally continued his/her education as part of the expert's practice. Lastly, the certified economist is familiar with vocational issues by attending AREA conferences and reading AREA journals. This familiarization with vocational issues creates a better understanding and a more efficient interaction between the vocational expert and the economist.

For those AREA members who do not possess the CEA certification, it is strongly recommended that one start the credential process. Contact the AREA office at 800-317-2732 or areaorg@cox.net for more information.

ABOUT AREA

Established in 1989, AREA has pursued two missions: bringing recognition to the combined use of vocational rehabilitation and economic loss assessment as a distinct discipline, and providing a peer-exchange forum for vocational, economic and rehabilitation experts who practice within this growing field.

AREA supports professional growth by offering opportunities for continuing education and university credit at its Annual Spring Conference. AREA also participates in conference sessions held with other vocational, economic and rehabilitation organizations to encourage the sharing of knowledge among related forensic professionals.

Currently, AREA is the only international certifying body that has the unique blend of professions in loss assessment. Additionally, it is the first to establish a Registry of both Forensic Vocational and Forensic Economic Experts.

As forensic experts, AREA members offer opinion and testimony in a wide variety of cases. Often they involve some type of injury, which has resulted in an alleged loss of earnings or loss of earning capacity.

Our role is to determine the nature and extent of any loss, from a vocational and/or economic perspective. This, in turn, helps the Court in its assessment of damages.

Vocational experts identify what the person could have earned prior to the incident, compared to what they are likely to earn following the incident. Economic experts calculate the value of those earnings over time, so the difference, if any, between the two income streams is clearly understood. Those who act as vocational/economic experts blend the two disciplines, and offer testimony in both arenas.