

AREA

The American Rehabilitation Economics Association



AREA Annual Conference

May 23-25, 2019

Riverside Hotel on Las Olas Boulevard

620 East Las Olas Boulevard, Ft. Lauderdale, FL 33301

Expert's Tool Chest

Join us for AREA's **2019 Annual Conference in Fort Lauderdale, Florida**, where we will be concentrating on the essential tools of the trade—assessing lost earning capacity and estimating economic damages litigated matters. Do not miss this opportunity to add to your tool chest.

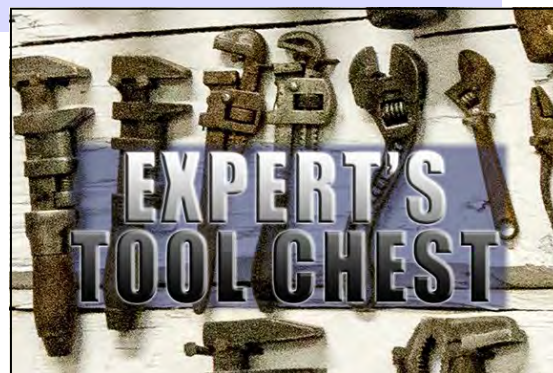
Conducting expert damages analysis and supporting your expert opinions in court requires opportunities for professional growth and development. This year's program includes an Intermediate Boot Camp on Estimating Damages for Personal Injury and Wrongful Death by **Dr. Allyn Needham**; and, an Advanced Boot Camp highlighting the intersection between social science and scientific methods in Vocational and Vocational Economic Analyses by **Mr. Steven Collard**.

Main conference presentations on Friday morning will be kicked off with **Attorney Kenneth Carman** and **Messrs Michael Kridel and Steve Bast** who will discuss "Cross Examination of Expert Witnesses." The day continues with **Mr. Ygnacio Garza, CPA**, who will discuss recent changes in Federal tax code titled "Using Tax forms to Determine Earnings." The morning program will conclude with **Mr. Enrique Vega** who will present on damages assessment on "What Work and Earnings Could the Child Have Expected?" **Dr. Rick Robinson** leads the Friday afternoon program with "Quantifying the Impact of Life Care Plan Recommendations on Vocational Prognosis and Earnings," and **Mr. Erik Volk** will conclude the afternoon with a "Case Study" Economic Evaluation of Life Care Plans."

On Saturday morning, **Mr. Robert Paré** will start us off with an analysis of "Loss of Household Services: A Methodology of Establishing Probable Worth," followed by what will be no doubt a engaging discussion lead by **Dr. Thomas Ireland** on "Defending Against Hedonic Damages." Audience participation is both encouraged and expected. The Saturday morning program will conclude with **Mr. Robert Johnson** and **Mr. James Mills** who will present on "Full-Value of Household Services" Inclusion of Night-time Protection and Care Services."

Saturday afternoon will include a lively panel and audience exchange involving the "Challenges and Pitfalls in Expert Testimony" which includes contributions by **Dr. Allyn Needham**, **Dr. Jeffrey Joy** and **Mr. Steve Bast**. Finally, **Dr. David Williams** will present on "The Role of a Forensic Economist Working with Life Care Planners and Vocational Experts."

Be sure to attend Friday night's **President's Reception** from 5:30-7:30 pm on the Skyline Terrace overlooking greater Fort Lauderdale. Be sure to bring a



guest. As always, it is an excellent opportunity to network and to discuss some of the most recent developments in expert witness practice. These are tools you cannot afford to go without. Saturday's program will conclude with AREA's **Annual Business meeting** at 4:30 pm, and your input is necessary.

The AREA Board would also like to announce the offering of the **CEA Examination** on Sunday morning. This is a great opportunity to attend the Annual Conference, review current practices in damages assessment, and finally, take the examination.

About AREA ...

The **American Rehabilitation Economics Association** is an association of vocational, economic, rehabilitation, and life care planning professionals. Our members are located throughout the United States, Canada and the Virgin Islands.

AREA has two MISSIONS:

- Recognizing the **integrative use** of vocational rehabilitation and economic loss assessment as a distinct discipline, and
- Providing a **peer-exchange forum** for vocational, economic, rehabilitation, and life care planning experts.

AREA supports professional growth by offering opportunities for **continuing education** at its Annual Conference. AREA interfaces with other vocational, economic, rehabilitation, and life care planning organizations to encourage the sharing of knowledge among related forensic professionals.

Established in 1989, AREA is the only **international certifying body** that has this unique blend of professions in loss assessment. AREA is the first professional association to establish a Registry of both Forensic Vocational and Forensic Economic Experts.

American Rehabilitation Economics Association

PO Box 19941, San Diego, CA 92159-9941 • 800.317.2732 / 619.440.2650 • area@gasvcs.net • www.a-r-e-a.org

'FRIEND OF THE ASSOCIATION'

SPONSORSHIPS AVAILABLE AGAIN AT THIS YEAR'S CONFERENCE



For a minimum donation of \$250, this 'Friend of the Association' sponsorship provides recognition to you or your company as a supporter of the work of AREA.

All sponsors will be equally promoted in the conference brochure, in the *welcome* PowerPoint, at designated events (such as the breakfast buffet, refreshment breaks and President's Reception) and from the podium.

You may also display limited company promotional items consistent with AREA's mission at the registration table.

Contact area@gasvcs.net if you are interested in sponsorship.



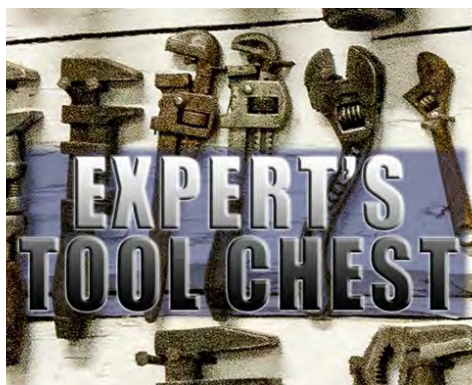
Riverside Hotel on Las Olas Boulevard Fort Lauderdale

HOTEL RESERVATIONS: Enjoy the complete conference experience by reserving a room at the Riverside Hotel. Call 844.467.0671 or 954.467.0671 and reference "American Rehabilitation Economics Association." Or if you prefer, you can now [register online](#) with the Riverside Hotel. Room rates are reason-

able at \$149 per night for a Classic Room — \$179 for an Executive Tower Room (*recommended*) — and \$194 for an Executive Tower King Balcony Room. The room block/rates extend from Wednesday, May 22 to Sunday, May 26. A major credit card is required to guarantee guest room reservations.

Deadline extended to Friday, May 3, 2019!

Reservations made after the **cut-off date of ~~Tuesday, April 30, 2019~~**, will be accepted on a space and rate availability basis.



2019 AREA Conference Schedule

Thursday, May 23	Boot Camps Merritt and Abeona rooms	9:00 am - 5:00 pm
Friday, May 24	Main Conference Himmarshee A room	8:00 am - 5:15 pm
	President's Reception Skyline Terrace East	5:30-7:30 pm
Saturday, May 25	Main Conference Annual Business Meeting	8:00 am - 4:15 pm 4:30-6:00 pm

A modest Breakfast Buffet will be served each morning of the conference. Refreshments will be provided at Breaks. Light hors d'oeuvres will be served at the President's Reception. Please make your own dinner arrangements thereafter.

THURSDAY, MAY 23rd

Dual-Track Boot Camp

9:00 am - 5:00 pm

Breaks: 10:15-10:30 am; 3:00-3:15 pm
Lunch (on your own): 12:00-1:30 pm

INTERMEDIATE:

Estimating Damages for Personal Injury and Wrongful Death: Knowing and Using the Right Tools

Allyn Needham Ph.D.
Shipp Needham Economic Analysis (6.0 CEUs)

ADVANCED:

A Swiss Army Knife for Vocational and Vocational Economic Analysis

Steve Collard M.Ed.
Form 1.945 - Damages, LLC (6.0 CEUs)

FRIDAY, MAY 24th

Main Conference Begins

Opening Remarks and Welcome

8:00 am - 9:30 am

SESSION 1

Cross Examination of Expert Witnesses

Steve Bast MHS CVE CDMS FVE, CCM
Westwind Consulting, Inc.
Kenneth P. Carman Esq.
Carman, Beachamp, Sang & Gonzales, P.A.
Michael S. Kridel CPA CFF CITP CFC
Michael S. Kridel, C.P.A., P.A. (1.5 CEUs)

Refreshment Break—9:30-9:45 am

9:45 am - 10:45 am

SESSION 2

Using Tax Forms to Determine Earnings

Ygnacio Garza CPA CVA
Carr Riggs & Ingram LLP (1.0 CEU)

Refreshment Break—10:45-11:00 am

FRIDAY, MAY 24th (continued)

11:00 am - 12:00 pm

SESSION 3

What Work and Earnings Could the Child Have Expected?

Enrique Vega MS CRC CDMS
Vocational Economics Inc. (1.0 CEU)

LUNCH ON YOUR OWN—12:00-2:00 pm

2:00 pm - 3:30 pm

SESSION 4

Quantifying the Impact of Life Care Plan Recommendations on Vocational Prognosis and Earnings

Rick Robinson Ph.D. CRC CLCP
Robinson Work Rehabilitation (1.5 CEUs)

Refreshment Break—3:30-3:45 pm

3:45 pm - 4:45 pm

SESSION 5

Case Study: Economic Evaluation of Life Care Plans

Erik Volk MA
Cohen Volk Economic Consulting Group (1.0 CEU)

PRESIDENT'S RECEPTION

Friday: 5:30-7:30 pm

Skyline Terrace East, Riverside Hotel

ATTENDEE AND 1 GUEST INVITED.

DON'T MISS THE ANNUAL BUSINESS MEETING AND 2020 PLANNING SESSION

Saturday: 4:30-6:00 pm

ALL ARE WELCOME!

CEA EXAM

Sunday: 8:00 am - 5:00 pm

PRE-REGISTRATION FOR EXAM IS REQUIRED!

SATURDAY, MAY 25th

8:00 am - 9:30 am

SESSION 6

Loss of Household Services: A Methodology for Establishing Probable Worth

Robert J. Paré MS LRC CRC CDMS FVE
Consultative Review & Rehabilitation (1.5 CEUs)

Refreshment Break—9:30-9:45 am

9:45 am - 10:45 am

SESSION 7

Defending Against Hedonic Damages Calculations by Economic and/or Vocational Experts

Thomas R. Ireland Ph.D. (1.0 CEU)

Refreshment Break—10:45-11:00 am

11:00 am - 12:00 pm

SESSION 8

Full-Value of Household Services: Inclusion of Night-time Protection and Care Services

Robert W. Johnson MBA (1.0 CEU)
James A. Mills MA
Robert W. Johnson & Associates Forensic Economists

LUNCH ON YOUR OWN—12:00-2:00 pm

2:00 pm - 3:00 pm

SESSION 9

Challenges and Pitfalls in Expert Testimony, a panel presentation (1.0 CEU)

Allyn Needham Ph.D.—Shipp Needham Economic Analysis
Jeffrey Joy Ph.D. CEA—Vocational Dynamics
Steve Bast MHS CVE CDMS CCM—Westwind Consulting

Refreshment Break—3:00-3:15 pm

3:15 pm - 4:15 pm

SESSION 10

The Role of a Forensic Economist Working with Life Care Planners and Voc. Experts

David R. Williams Ph.D.
Florida Economics Consulting Group, Inc. (1.0 CEU)

Break before Annual Meeting—4:15-4:30 pm

9:00 AM - 5:00 PM

(6.0 CEUs)

Refreshment Breaks: 10:15–10:30 am; 3:00–3:15 pm Lunch on your own: 12:00–1:30 pm

INTERMEDIATE BOOT CAMP

Estimating Damages for Personal Injury and Wrongful Death: Knowing and Using the Right Tools

Goal: To prepare attendees for calculating lost earning capacity, lost economic support, lost household services and the present value of life care plans by discussing the fundamental techniques and resources needed for completing the analysis.

Objectives:

1. Provide a foundation of mathematical models and their use in calculating personal damages.
2. Inform attendees of sources available for assisting an expert (e.g., worklife expectancy tables, personal consumption tables).
3. Prepare attendees for being able to review data, to determine what approach is appropriate and to complete loss calculations while being able to explain how the work was performed.

This session is essential for anyone entering the field or considering starting to provide economic damages calculations in personal injury or wrongful death cases. It will also be a good primer for anyone wanting to sit for the CEA exam. The session will review the basic models for calculating lost earning capacity and lost economic support. The three methods for discounting to present value will be discussed and attendees will be shown how to make such calculations via Excel spreadsheets and Texas Instrument calculators. Resources needed for making such calculations will be reviewed. In the end, the attendees should leave with the tools to estimate damages calculations for personal injury and wrongful death situations and the ability to share with the trier-of-fact the methods and data used in their analysis.



PRESENTER: Allyn Needham Ph.D. CEA
Shipp Needham Economic Analysis

ADVANCED BOOT CAMP

A Swiss Army Knife for Vocational and Vocational Economic Analyses

Goal: The focus of this presentation will be on the intersection of science, the social sciences, and health. Participants will learn how using scientific knowledge can help to analyze, present and defend cases.

Objectives:

- A. Understanding the Science of Health and Health States;
- B. Understanding Health Metrics;
- C. Using the International Classification of Functioning, Disability and Health (ICF) to describe functions and impairment to function;
- D. Using Medical Outcome Studies to help substantiate an outcome opinion;
- E. Using the Rhetorical Tetrad.

The participant will learn about the medical and scientific approach to measuring health and health states, and how to use this knowledge base for analyzing and presenting a case of permanent partial disability.

PRESENTER: Steven M. Collard, M.Ed.
Form 1.945 – Damages, LLC



FRIDAY, MAY 24th

SESSION 1 ... 8:00 AM - 9:30 AM

Cross Examination of Expert Witnesses

Two redacted deposition transcripts (of Plaintiff's Rehabilitation Expert and Plaintiff's Financial Expert) from an interesting recently litigated personal injury matter have been analyzed and re-enacted on film. The exchanges enacted are used as backdrop as the three speakers focus on the three perspectives relating to their own expertise. AV-rated trial attorney Kenneth Carman will focus on strategy. Ethicist and Forensic Accountant Michael Kridel will focus on the patterns relating to the associated ethical codes. Forensic Rehabilitationist Steve Bast will focus on methodology issues.

PRESENTERS: Steve Bast, MHS CVE CDMS CCM
Westwind Consulting, Inc.
Kenneth P. Carman Esq.
Carman Beachamp Sang & Gonzales, P.A.
Michael S. Kridel CPA CFF CITP CFC
Michael S. Kridel, C.P.A., P.A. (1.5 CEUs)

Refreshment Break—9:30-9:45 am

SESSION 2 ... 9:45 AM - 10:45 AM

Using Tax Forms to Determine Earnings

In this session you will learn to identify IRS tax forms that provide historical earnings information of an injured or deceased Individual. Changes in the 2018 Tax Cuts & Jobs Act and their impact on calculating earnings will be reviewed. The goal of this session is to keep you from incorrectly using IRS data and how to avoid making common errors in your work.

PRESENTER: Ygnacio "Nacho" Garza CPA CVA
Carr Riggs & Ingram LLP (1.0 CEU)

Refreshment Break—10:45-11:00 am

SESSION 3 ... 11:00 AM - 12:00 PM

What Work and Earnings Could the Child Have Expected?

Though vocational evaluations and assessment of lowered earning capacity of adults who have sustained disabilities and other impairments is the standard focus of vocational experts, what happens when the evaluatee is a child? Are vocational experts equipped to provide those assessments? How are assessments of earning capacity conducted when dealing with 3-year-olds or high school students? Learn or review the methods, data sets, and literature on this subject which are geared to enhance your practice and allow you to competently assess earning capacity in pediatric cases.

PRESENTER: Enrique Vega MS CRC CDMS
Vocational Economics Inc. (1.0 CEU)

LUNCH ON YOUR OWN—12:00-2:00 pm

SESSION 4 ... 2:00 PM - 3:30 PM

Quantifying the Impact of Life Care Plan Recommendations on Vocational Prognosis and Earnings

This session will focus on describing the interaction between recommendations made in a life care plan and the vocational impact of those recommendations. Sometimes a vocational analysis does not result in a reduction in earning capacity – sometimes it does. However, in either case, there is often additional pressures placed upon vocational functioning when an evaluatee has ongoing healthcare needs. These pressures may lead to intermittent reduction in earnings, impingement upon access to paid time off, reduction in labor market access, or work life expectancy.

PRESENTER: Rick Robinson Ph.D. CRC CLCP
Robinson Work Rehabilitation (1.5 CEUs)

Refreshment Break—3:30-3:45 pm

ATTENTION!

There will be a table at the President's Reception on Friday evening, May 24th (5:30-7:30 pm) on Skyline Terrace East for those interested in the **GET-TOGETHER FOR OLD TOOL CHESTS AND NEW**. This gathering is for up-and-coming members, newer members, for members wanting input about changes in their existing practices, and for members who have advice and support to share.

AREA's **Annual Business Meeting** will be held Saturday, May 25th (4:30-6:00 pm) in the Himmarshee-A room.

FRIDAY, MAY 24th

SESSION 5 ... 3:45 PM - 4:45 PM

Case Study: Economic Evaluation of Life Care Plans

In this session, the presenter will discuss economic considerations for valuing life care plans. Topics will include: Present Value, Future Value, classifying the care items into distinct categories, growth rate and discount rate selection. Presentation will address some unique features of care cost valuation, including: charges vs. reimbursements as measure of value, impact of health insurance/public benefits, impact of generic medications, whether there is evidence of moderation in care cost growth.

PRESENTER: Erik Volk MA (1.0 CEU)
Cohen Volk Economic Consulting Group

SATURDAY, MAY 25th

SESSION 6 ... 8:00 AM - 9:30 AM

Loss of Household Services: A Methodology for Establishing Probable Worth

While this valuable topic is not at all new, it has the potential of being utilized significantly more, especially by Vocational Experts, as part of their forensic practice. The session is designed for both new and seasoned Experts who either already construct HHS evaluations or who rebut the evaluations done by others. At least one actual case study will be shared based upon a timeline methodology form that the presenter has developed and used in litigation. The methodology shows the use a myriad of existing references – to include an interview/research questionnaire, and data from ATUS (the American Time Use Survey) and the DVD (“The Dollar Value of a Day” from Expectancy Data). Attendees will be given an opportunity to construct parts, if not all, of an expert report of calculations using this methodology as applied to noted resources. Attendee participation is encouraged, and alternate methodologies used by others in the session will be shared for educative and comparative purposes. (Disclaimer: The methodology stops short of reducing to Present Value, which may be thereafter developed by an Economic Expert.)

PRESENTER: Robert J. Paré MS LRC CRC CDMS FVE
Consultative Review & Rehabilitation (1.5 CEUs)

Refreshment Break—9:30-9:45 am

SESSION 7 ... 9:45 AM - 10:45 AM

Defending Against Hedonic Damages Calculations by Economic and/or Vocational Experts

In this presentation, you will learn how to respond to special “mind state” calculations of an opposing expert, such as “loss of enjoyment of life,” “loss of normal life,” “loss of society and relationship,” “loss of social companionship,” “loss of advice and counsel from a family member,” and “pain and suffering.” Different types of calculations and testimonies of opposing experts will be explored. The importance of keeping detailed records regarding opposing experts who have used these methods in the past will be stressed. Developing good relationships with other experts who have opposed the same experts will also be discussed. How you can organize files to retain and access knowledge acquired in the past will also be discussed.

PRESENTER: Thomas R. Ireland Ph.D. (1.0 CEU)

Refreshment Break—10:45-11:00 am

SESSION 8 ... 11:00 AM - 12:00 PM

Full-Value of Household Services: Inclusion of Night-time Protection and Care Services

In this session, Mr. Johnson and Mr. Mills will discuss the applicability of night-time protection and care services in personal injury and wrongful death cases. Case examples and methods of defending methodology will facilitate audience participation and discussion.

PRESENTERS: Robert W. Johnson MBA (1.0 CEU)
James A. Mills MA
Robert W. Johnson & Associates Forensic Economists

LUNCH ON YOUR OWN—12:00-2:00 pm

SESSION 9 ... 2:00 PM - 3:00 PM

Challenges and Pitfalls in Expert Testimony, a panel presentation

Allyn Needham will facilitate a panel discussing the areas in which experts experience the most challenges when testifying. The idea for the session is to provide tools to use when having to think on your feet at trial. Emphasis will be placed on case studies and audience participation.

PRESENTERS: Allyn Needham Ph.D.
Shipp Needham Economic Analysis
Jeffrey Joy Ph.D. CEA
Vocational Dynamics, LLC
Steve Bast MHS CVE CDMS CCM
Westwind Consulting, Inc. (1.0 CEU)

Refreshment Break—3:00-3:15 pm

SATURDAY, MAY 25th

(continued)

SESSION 10 ... 3:15 PM - 4:15 PM

**The Role of a Forensic Economist
Working with Life Care Planners and
Vocational Experts**

This is a presentation on how forensic economists interact with vocational experts on pre- and post-injury earning capacity and reduce loss of earning capacity to present value dollars. Plus, a discussion on pricing out life care plans to present value dollars.

PRESENTER: David R. Williams Ph.D. (1.0 CEU)
Florida Economics Consulting Group, Inc.

Break before the Annual Meeting—4:15-4:30 pm

ANNUAL MEETING ... 4:30 PM - 6:00 PM

All Are Welcome!



Continuing Education Credit

Application has been made for 11.5 units of continuing education credit for the Main Conference (including 1.5 Ethics credits) and up to 6.0 contact hours for the Boot Camp for the following credentials:

- ABVE
 - CDMS
 - CLCP
 - CRC
 - CVE
- CEUs are also recorded for AREA's CEA/CRE credentials.

IMPORTANT REMINDER: Those holding a CEA and/or CRE must attend at least one (1) AREA conference every three (3) years in order to recertify. *Upon written request, CEAs and CREs may ask for a one-time one-year extension of this requirement for a fee of \$100.*

If you request CE credit for your attendance at the 2019 Conference, **THE FOLLOWING IS REQUIRED:**

- Sign the Attendance Verification sheet *during* your attendance at each session.
- Complete a Program/Activity Evaluation Form for each Boot Camp and Main Conference session you attend and submit them in one of two ways:
 - ◇ **Preferred Method:** Type your comments directly into the Word document and submit the saved file to Margy Ashby at the reception desk before leaving the Conference *OR* email the file to area@gasvcs.net, confirming receipt.
 - ◇ Print and submit a hard copy of all the completed evaluation forms before leaving the conference. Be sure to include your name on the forms so we can confirm that this requirement has been met (to help us keep track of who has/has not submitted their forms).

The Evaluation Forms will be included in the electronic file of the Conference Packet to which registrants will be given access before the Conference.

The deadline by which to return your completed Evaluation Forms will be Friday, June 14th so complete and submit them before leaving the Conference if at all possible.

IT'S IMPORTANT THAT YOU SIGN IN FOR ATTENDANCE:

- Your signature on *each** "Sign-in Sheet ◇ Attendance Verification" verifies your attendance at each session. If your signature is missing, it is presumed *you* were missing and we will *not* be able to give you credit for the session.
- Verification of signatures *and* confirmed receipt of evaluation forms need to occur *before* we award any Verification of Completion forms for CEU credit.

There will be a separate sign-in sheet for each Boot Camp and Main Conference session. Be sure to sign *all* the sheets that represent the sessions you attend.

AREA Membership Information

AREA members generally hold at least a Masters degree in a vocational, economic or related field (*not required for Associate membership or Student membership*) or an active CPA license. The majority of members have several national certifications and/or state licenses in their specialization. Most are active in other forensic organizations, and many have published or taught in vocational/economic fields.

[Click here](#) to learn about AREA and **What We Do**.

[Click here](#) for our **Current Membership Roster**.

Categories of membership:

- **Professional (\$175)**
 - **Certification:**
 - **Earnings Analyst (EA)***
 - **Certified Earnings Analyst (CEA)**

The cost to apply for the EA and CEA is \$350.

Only Professional members may apply for certification. If you are not already a member, the total cost would be \$525, including 1st year dues.

* The EA (Earnings Analyst) is a new offering, available as a stepping stone toward CEA certification. Download our [Certification/Registry Application](#) and [Certification Process Instructions](#) for more information.

- **Registry:**
 - **Registered Forensic Economist (RFE)**
 - **Forensic Vocational Experts (FVE)**

The cost to apply for RFE/FVE registries is \$150.

Only Professional members may apply for registry. If you are not already a member, the total cost would be \$325, including 1st year dues.

- **Associate (\$175)**
- **Student (\$25)**

AREA invites all [qualified candidates](#) to submit an application for membership.

Just follow these simple steps:

- Download our [Application Procedures](#)
- Download the [Membership Application](#)
 1. Complete and return the application with the requested documents.
 2. Enclose the appropriate fee for the membership category you choose.
- Download our [Confidential Documents Preference](#) form
- Download our [Code of Standards & Ethics](#)

The Expert's Tool Chest

RIVERSIDE HOTEL ON LAS OLAS BOULEVARD - FT. LAUDERDALE, FLORIDA • MAY 23-25, 2019

INFORMATION FOR BADGE & CONFERENCE PACKET REGISTRANT LIST. (Please print or type.)

FIRST NAME	MIDDLE INITIAL	LAST NAME	HIGHEST DEGREE & CREDENTIALS
PROFESSIONAL TITLE		COMPANY NAME	
ADDRESS		CITY	
STATE/PROVINCE		ZIP/POSTAL CODE	COUNTRY (if not U.S.)
OFFICE #	CELL # <input type="checkbox"/> CHECK IF YOU <u>DON'T</u> WANT THIS NUMBER PUBLISHED IN THE LIST OF ATTENDEES.	FAX # <input type="checkbox"/> CHECK IF YOU <u>DON'T</u> WANT THIS NUMBER PUBLISHED IN THE LIST OF ATTENDEES.	

E-MAIL

FIRST NAME FOR BADGE

Attendees must bring a laptop as Conference materials will be provided via Dropbox, access to which will be provided ahead of time.

SPECIAL NEEDS? Let us know and we will do our best to accommodate you: _____

Check all boxes for which CEU's are requested: ☐ ABVE ☐ CDMS ☐ CEA/CRE ☐ CLCP ☐ CRC ☐ CVE

MAIN CONFERENCE REGISTRATION

Early-bird deadline
extended to 05/03/19!Early-Bird Registration
No later than 04/26/19

After 04/26/19

AREA Member*	<input type="checkbox"/> \$300	<input type="checkbox"/> \$350
Non-Member	<input type="checkbox"/> \$350	<input type="checkbox"/> \$400
Special Guest ^a	<input type="checkbox"/> \$175	<input type="checkbox"/> \$200

To qualify for the 'AREA member' registration rate, you must be an AREA member or applicant* at the time of registration. *Complete a membership application and include full payment herewith (\$175 Professional/Associate; \$25 Student). **10% discount off 1st year membership dues available for 1st time members only.**

[Click here](#) for membership information. ☐ I am applying.

^a "Special Guest" is defined as an AREA professional focus spouse or companion. This registration category includes admission to social functions and participation in conference sessions with a spouse or companion, but excludes Continuing Education Units. All member-eligible spouses/companions are limited to three conferences at this rate before full non-member registration is expected.

BOOT CAMP REGISTRATION The cost of the Boot Camp is NOT included in the Main Conference registration fee.

Please select the BOOT CAMP you plan to attend:

☐ **INTERMEDIATE**— "Estimating Damages for PI/WD: Knowing & Using the Right Tools"

☐ **ADVANCED**— "A Swiss Army Knife for Vocational & Vocational Economic Analysis"

☐ I want to sit for CEA exam Sunday 5/26. [Certification info here.](#)
Early-Bird Registration
No later than 04/26/19

After 04/26/19

★ SPONSORSHIP ★

 AREA Members and Non-Members ☐ \$450 ☐ \$500

 "Friend of the Association" ☐ \$250

DISCOUNTS

Members registering for both Main Conference AND Boot Camp: **Deduct \$150** from total registration fee.Non-members registering for both Main Conference AND Boot Camp: **Deduct \$50** from total registration fee.PAYMENT INFORMATION Make checks payable to "AREA." [CLICK HERE](#) to pay your fees by credit card through PayPal.

Refund Policy: Cancellations must be requested *in writing* and emailed to the AREA office *for receipt* according to the following schedule. There are no refunds for no-shows. *Any requests for refunds of room reservations must be made directly with the hotel.*

On or before May 3, 2019	• Between May 3 and May 13, 2019	• After May 14, 2019
FULL REFUND	REFUND LESS \$75	NO REFUND

 Total payment due: \$ _____
 Circle method of payment: ☐ Check ☐ PayPal
Step 1: EMAIL OR FAX COMPLETED REGISTRATION FORM TO: area@gasvcs.net • FAX 619.839.3817
Step 2: MAIL YOUR CHECK OR MONEY ORDER TO: "AREA," PO BOX 19941, SAN DIEGO, CA 92159
 or PAY ONLINE THROUGH PAYPAL.
QUESTIONS? NEED PYT INVOICE? 800.317.2732 • 619.440.2650 • area@gasvcs.net