

COLE, SCOTT & KISSANE, P.A.

# "School of Claims" Seminar

Orlando, Florida

April  
25<sup>th</sup> and 26<sup>th</sup>  
2013

## BREAK OUT SESSION No. 1

1. The Science of Sinkholes
2. Traumatic Brain Injury
3. Winning your Case at Trial
4. Biomechanics and Accident Reconstruction Analysis
5. Current Trends in Construction Industry Claims

## BREAK OUT SESSION No. 2

6. Bad Faith in Florida
7. Medical Malpractice Arena for 2013
8. Problem Employee - Harassment, Terminations and Discrimination
9. Florida's Recent legislative Changes
10. Nursing Home Claims

## BREAK OUT SESSION NO. 3

11. Successful Tactics for a Winning Mediation
12. Defeat Assignments of Benefits
13. Social Media and the Internet
14. Florida's Claims Administration Statute
15. Non-Delegable Duties in the Medical Malpractice

## BREAK OUT SESSION No. 4

16. Multi-Conditional Settlement Demands
17. Condo Association Law
18. Water loss and the 14 Day Rule
19. PIP/BI/UM, fraud - Unlawful Billing
20. Update on Medicare liens and Set-Asides



**MARK YOUR CALENDAR!** Cole, Scott & Kissane is pleased to announce that on **April 26, 2013**, we will be once again hosting a complimentary Claims Management Seminar at the beautiful **JW Marriott Orlando Grande Lakes Resort, 4040 Central Florida Parkway, Orlando, Florida 32837**. This seminar is our firm's way of thanking you for all your hard work throughout the year and is *our completely complimentary gift just for you*. For those who will be staying over night, we kick off the Seminar with a cocktail reception and light dinner on **April 25<sup>th</sup>**, also at the JW Marriott from 5:30 p.m. to 9:30 p.m. Seminar materials will be available and registration begins at 7:00 a.m. on **April 26<sup>th</sup>**. A continental breakfast will be served from 7:00 a.m. to 9:00 a.m. at the registration location. We invite all guests to attend a complimentary luncheon at noon. We have some great raffle prizes and special gifts for each attendee. **State approval pending for CLE credits. Please note that CLE credits will differ contingent upon your selection from each of the four breakout sessions.**

Enclosed is a Program Schedule that outlines the topics to be discussed and a map of the surrounding area. We ask that you register in advance on line at [www.csklegal.com](http://www.csklegal.com). If you are unable to register on line, you may print out the registration form (last page) and return same to our attention (see registration form for details). We prefer online registration, as it is automatically entered into our system.

Please feel free to make additional copies of the registration form for anyone else who may be interested in attending or direct them to our website. **You Must Pre-Register for This Event.** If you have any questions, please do not hesitate to contact **Samantha Webster** at (321) 972-0006, [samantha.webster@csklegal.com](mailto:samantha.webster@csklegal.com) or **Janeena Lluy** at (305) 350-5319, [janeena.lluy@csklegal.com](mailto:janeena.lluy@csklegal.com).

We look forward to seeing you in Orlando!

Very truly yours,

*Cole, Scott & Kissane, P.A.*

#### **JW Marriott Orlando Grand Lakes Resort**

4040 Central Florida Parkway - Orlando, Florida 32837

Tel: 1-407-206-2300

Fax: 1-407-206-2301

Toll-Free: 1-800-576-5750

<http://www.grandelakes.com>

#### **Hotel Reservations:**

If you would like to make hotel reservations at the JW Marriott, please call 1-800-576-5750 directly and refer to the Cole, Scott & Kissane room block. We have negotiated a special rate for our guests of \$209.00 per night. There are only a handful of rooms available, so please make your reservations early. Reservations must be made no later than **March 25, 2013** in order to obtain the special rate. Any changes or cancellations must be made by no later than four (4) days before the reservation in order to avoid any charges to your account.

#### **From the Airport Orlando - MCO (10 miles SW):**

Take North exit to 528 W (\$1.50 toll) to Exit 3, John Young Parkway South, turn left onto John Young Parkway, turn right onto Central Florida Parkway, turn left to hotel main gate. \*\*From I-4: Exit 72 on 528 Beeline Expressway. Take Exit 3 John Young Parkway South. Turn right onto Central Florida Parkway, turn left to Hotel main gate.

#### **Starting Point: Jacksonville Airport**

Depart on Local road(s) (East); Road name changes to Kitty Hawk Rd; Turn LEFT (East) onto Cole Flyer Rd; Turn LEFT (North) onto Pecan Park Rd S; Turn RIGHT (East) onto Dixie Clipper Dr; Road name changes to SR-102 [Airport Rd]; Keep STRAIGHT onto SR-102 [CR-110]; Take Ramp (RIGHT) onto I-95; Road widening near Jacksonville (SB) (November 13, 2006 - September 30, 2008); At exit 260B, take Ramp (RIGHT) onto I-4; At exit 72, turn RIGHT onto Ramp; \*Toll road\* Merge onto SR-528 [Beach Line]; At exit 2, turn RIGHT onto Ramp; Take Ramp (RIGHT) onto Orangewood Blvd; Turn LEFT (East) onto Central Florida Pkwy.

#### **Starting Point: Miami Airport**

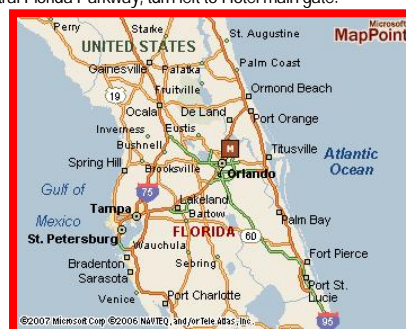
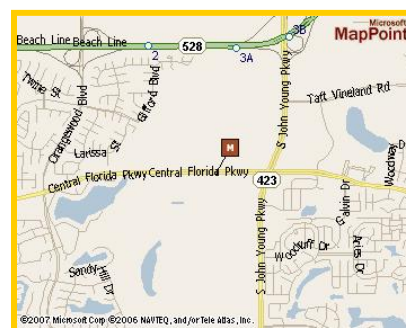
Depart on Local road(s) (East); Turn RIGHT (South-East) onto Local road(s); Bear LEFT (East) onto Local road(s); Turn LEFT (East) onto Local road(s); Turn RIGHT (South) onto Local road(s); Bear LEFT (North-East) onto Local road(s); Turn LEFT (North) onto Perimeter Rd; Turn LEFT (West) onto NW 20th St; Turn RIGHT (North) onto Local road(s); Keep RIGHT onto Ramp; Keep LEFT to stay on Ramp; Take Ramp (LEFT) onto SR-112 [Airport Expy]; \*Toll road\* Stay on SR-112 [Airport Expy] (East); Turn RIGHT onto Ramp; Keep STRAIGHT to stay on Ramp; Take Ramp onto I-95 [SR-9A]; \*Toll road\* Keep LEFT onto Florida's Tpke [Ronald Reagan Tpke]; Reconstruction near Delray Beach (NB) (November 8, 2004 - October 31, 2007); At exit 249, keep RIGHT onto Ramp; Bear LEFT (North) onto Local road(s); Turn LEFT (West) onto Dart Blvd [E Osceola Pkwy]; Turn RIGHT (North) onto US-17 [US-17 92]; Turn LEFT (West) onto Central Florida Pkwy; Turn LEFT (South) onto Whitley Pl, then immediately turn LEFT (East) onto Central Florida Pkwy.

#### **Starting Point: Tampa Airport**

Depart on Local road(s) (East); Turn RIGHT (South) onto N West Shore Blvd; Road name changes to W Tampa Bay Blvd; Turn RIGHT (South) onto US-92 [SR-600]; Take Ramp (LEFT) onto I-275; At exit 45B, take Ramp (RIGHT) onto I-4; At exit 71, turn RIGHT onto Ramp; Take Ramp (RIGHT) onto Central Florida Pkwy.

#### **Starting Point: Daytona Beach Airport**

Depart on Local road(s) (West); Turn RIGHT (North) onto Midway Ave; Turn LEFT (West) onto US-92 [W International Speedway Blvd]; Keep RIGHT onto Ramp; Take Ramp (LEFT) onto I-95; At exit 260B, take Ramp (RIGHT) onto I-4; At exit 72, turn RIGHT onto Ramp; \*Toll road\* Merge onto SR-528 [Beach Line]; At exit 2, turn RIGHT onto Ramp; Take Ramp (RIGHT) onto Orangewood Blvd; Turn LEFT (East) onto Central Florida Pkwy.



**APRIL 26, 2013**  
**CSK SCHOOL OF CLAIMS SCHEDULE**

7:00 a.m. – 8:00 a.m.	<b>REGISTRATION</b> (Continental Breakfast 7:00 a.m. – 9:00 a.m.)	
8:00 a.m. – 8:30 a.m.	<b>WELCOME</b>	
	<p><b>Key Note Speaker: GOVERNOR RICK SCOTT</b> - Rick Scott is the 45th Governor of the great State of Florida. As promised during his campaign, Rick is focused on creating jobs and turning Florida's economy around. Born in Bloomington, Illinois, and raised in Kansas City, Missouri, Rick's father was in the 82nd Airborne during World War II. After the war, Rick's father was a city bus driver and then a truck driver. His mother worked as a JC Penney clerk. At times the family struggled financially, and when Rick started public school, they lived in public housing. In high school, Rick met Ann, and the high school sweethearts have been married for 40 years and have two married daughters, Allison and Jordan. This year they will become proud grandparents. After attending high school and community college, Rick enlisted in the United States Navy, where he served on active duty aboard the USS Glover as a radar man. The G.I. Bill enabled Rick to attend college and law school. While enrolled at the University of Missouri-Kansas City and working full-time at a local grocery store, Rick and Ann made their first significant foray into the business world by buying two Kansas City doughnut shops for Rick's mother to manage. Following graduation from UMKC with a degree in business administration, Rick earned a law degree from Southern Methodist University. A successful businessman with a Midwestern work ethic, Rick is considered one of America's foremost entrepreneurs, and he has brought his business experience to Tallahassee. As Governor, Rick is working to ensure every Florida family has the same opportunity to live the American dream, to provide children an opportunity for a great education and every adult an opportunity to get a job. Rick is phasing out the business tax, providing property tax relief, expanding education options for children, encouraging economic development statewide, and reforming state government to run more efficiently and effectively for the people of Florida. Rick is working to make sure the cost of living in Florida does not increase.</p>	
<b>BREAKOUT SESSION 1</b> 9:00 a.m. - 9:50 a.m. (Choose One)	<b>Geology 101:</b> What Lies Beneath - The Science of Sinkholes and what the jury needs to know.	Aram Megerian, Esq. Industry Expert
	<b>Neurology and The Law:</b> Was the Homework really forgotten? Understanding the real science of traumatic brain injury (TBI) claims	Daniel Shapiro, Esq. Neurologist
	<b>Drama 101:</b> Winning Your Case at Trial – A Trial Lawyer's Perspective on what you need to know. (other than the facts)	Barry Postman, Esq. Michael Brand, Esq.
	<b>Physics And Your Accident:</b> How Biomechanics and Accident Reconstruction Analysis wins cases.	James Sparkman, Esq. Paula Phillips, Esq.
	<b>Nursing Homes 101:</b> Effective Defense Approaches to Long Term Care Cases filed by Predatory Firms and Their Progeny- The Reptile	John Coleman, Esq. Sanjo Shatley, Esq. Sharon Hollins – HCR Manor Care
9:50 a.m. – 10:00 a.m.	<b>MORNING BREAK</b>	
<b>BREAKOUT SESSION 2</b> 10:00 a.m. – 11: 50 a.m. (Choose One)	<b>Lessons In Bad Faith:</b> 15 lessons you absolutely must learn before graduation – or risk cleaning erasers at excess exposure summer school.	Joe Kissane, Esq. Trevor Hawes, Esq. Industry Expert
	<b>Medical School:</b> Trends, topics and pitfalls in the Medical Malpractice Arena for 2013.	Daniel Shapiro, Esq. Paula Parisi, Esq. Tony Dapore, ProAssurance
	<b>The Principal's Office:</b> Dealing with the Problem Employee - Harassment, Terminations and Discrimination – How to successfully minimize workplace claims.	Barry Postman Brian Rubenstein Industry Expert
	<b>Evolution 101:</b> Florida's Recent Legislative Changes – What you need to know in 2013.	Gene Kissane, Esq. Scott Cole, Esq.
	<b>Shop Class:</b> Current Trends in the Construction Industry- Project Specific Policies; Ethical and Practical Issues with Joint Defense of Enrollees; and Trends in the Insurance Marketplace	George Truitt, Esq. Steve Befera, Esq. Kristina Ashcraft – MC Consultants, Inc. Brian Hadar – USI Suncoast Insurance
12:00 p.m. – 1:00 p.m.	<b>COMPLIMENTARY LUNCH BUFFET</b>	

**APRIL 26, 2013**  
**CSK SCHOOL OF CLAIMS SCHEDULE**

<b>BREAKOUT SESSION 3</b> 1:00 p.m. – 2:50 p.m. (Choose One)	<b>Negotiation 101:</b> Don't just attend your next mediation - win it. Successful Tactics for a winning mediation.	Daniel Kissane, Esq. Mediator Bob Cole
	<b>Homework Assignments:</b> Strategies to Defeat Assignments of Benefits and Claims by Non-insured.	Aram Megerian, Esq. Hal Weitzenfeld, Esq.
	<b>Sociology 101:</b> Social Media and the Internet – How to Win Your Cases in the 21st Century.	Daniel Klein, Esq. Howard Scholl, Esq.
	<b>Drafting 101:</b> Florida's Claims Administration Statute – Drafting your ROR – Hiring Independent Counsel – What you don't know could hurt you.	Jami Gursky, Esq. Joe Kissane, Esq.
	<b>The Nurse's Office:</b> Understanding and dealing with Non-Delegable duties in the Medical Malpractice arena.	Michael Brand, Esq. Nancy Carr – ProAssurance Jo Wilson – Lakeland Medical
<b>BREAKOUT SESSION 4</b> 3:00 p.m. – 3:50 p.m. (Choose One)	<b>The Toughest Subject In School:</b> Multi-Conditional Settlement Demands and excess exposure – How to successfully navigate Florida's most dangerous minefield.	Joe Kissane, Esq. Kevin Willging – Travelers
	<b>Astronomy 101:</b> Why Your Condo Association is like Star Wars – How to effectively deal with the Evil Empire.	Barry Postman Jonathan Vine
	<b>Drip, Drip, Drip:</b> Water loss and the 14 Day Rule – How to avoid getting water-boarded by your own insured	Aram Megerian Valerie Jackson
	<b>Stolen Lunch Money:</b> PIP/BI/UM, Fraud – Unlawful billing – Soft tissue injury – What you need to know to beat them at their own game.	Daniel Shapiro, Esq. Sarah Egan, Esq.
	<b>Detention (Of Your Money):</b> Comprehensive update on the treatment of Medicare Liens and Set-Asides under the new Act.	Trevor Hawes, Esq. Todd Belisle
3:50 p.m. – 4:00 p.m.	<b>AFTERNOON BREAK</b>	
4:00 p.m. – 4:30 p.m.	<b>OPEN PANEL DISCUSSION</b>	

*\*Please note that the above schedule and courses are subject to change.*

# CSK SCHOOL OF CLAIMS' SEMINAR REGISTRATION

If you are registering for more than one person, please fill out separate forms for each person.

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_

E-MAIL ADDRESS: \_\_\_\_\_

INS. LICENSE NO.: \_\_\_\_\_

*State approval pending for CLE credits.*

*Please note that CLE credits will differ contingent upon your selection from each of the four breakout sessions.*

## WHICH SESSIONS WILL YOU BE ATTENDING?

Breakout Group 1: \_\_\_\_\_


Breakout Group 2: \_\_\_\_\_

Breakout Group 3: \_\_\_\_\_


Breakout Group 4: \_\_\_\_\_


- Please indicate if you want us to submit your CEU credits: YES \_\_\_ NO \_\_\_
- Please indicate if you are attending the **Thursday Night Cocktail Reception and Dinner**: YES \_\_\_ NO \_\_\_
- Did you attend any of our earlier Claims Management Seminar? YES \_\_\_ NO \_\_\_
- Have you had the opportunity to work with our firm since last year? YES \_\_\_ NO \_\_\_
- Do you plan on working with our firm in the future? YES \_\_\_ NO \_\_\_


\_\_\_\_\_  
SIGNATURE

 **Fax:** Complete this form and fax entire panel to: Cole, Scott, & Kissane P.A., Attn: School of Claims Seminar 2013, (305) 373-2294

 **Mail:** Detach or photocopy this form and mail to: Cole Scott & Kissane, P.A., Attn: School of Claims Seminar 2013, 9150 South Dadeland Blvd, Suite 1400, P.O. Box 569015, Miami, Florida 33256

 **Phone:** To register or for further information, please contact Samantha Webster at (321) 972-0006, [samantha.webster@csklegal.com](mailto:samantha.webster@csklegal.com)

 **Email:** To register or for general questions, please contact Samantha Webster at (321) 972-0006, [samantha.webster@csklegal.com](mailto:samantha.webster@csklegal.com).

 **Internet:** Register on line at: [www.csklegal.com](http://www.csklegal.com)