

**2005 The Car Crash Seminar: From Sign-up to Settlement**  
**December 15-16, 2005 • Hyatt Regency Hill Country Resort and Spa • San Antonio, TX**  
**January 26-27, 2006 • Hilton Houston Post Oak • Houston, TX**

**Thursday Afternoon, Dec. 15, 2005**

**Presiding Officer:**

**Lesley Ann Howe Lorenz**, Lorenz & Lorenz, L.L.P. - Austin, TX

1:30 pm In San Antonio Only 0.75 hr	<p><b>The Power of Strategic Marketing</b></p> <p>Design a results-driven business marketing plan tailored to your firm: short and long-term goals; marketing in today's world, and other powerful business development ideas.</p> <p>David E. Dobbs, Dobbs and Tittle, P.C. - Tyler, TX  Angel L. Reyes III, Heygood, Orr &amp; Reyes, L.L.P. - Dallas, TX</p>
2:15 pm In San Antonio Only 0.00 hr 0.50 hr ethics	<p><b>Conflicts and Fee Problems in Tort Litigation—It's Not the Same Old Rodeo</b></p> <p>This session discusses representing multiple people in the same car; recognizing conflict in a big products case (are you equipped to handle it); and other conflicts of interest and ethical issues.</p> <p>Thomas H. Watkins, Brown McCarroll LLP - Austin, TX  Mark D. White, Sprouse Shrader Smith PC - Amarillo, TX</p>
2:45 pm In San Antonio Only 0.00 hr 0.50 hr ethics	<p><b>The New Referral Fee Landscape in Texas</b></p> <p>A member of the State Bar Referral Fee Task Force will discuss the new referral fee rules, impact of referrals, and referrals and access to justice. Ethical issues will also be discussed.</p> <p>Richard Pena, Law Offices Of Richard Pena, P.C. - Austin, TX</p>
3:30 pm In San Antonio Only 1.00 hr	<p><b>Potholes in the Road to Recovery</b></p> <p>Effective strategies for dealing with issues related to bankrupt clients and bankrupt defendants in your car wreck case. Also, what do you do when a party dies? What do you do when a party is a minor or incapacitated? Is there opportunity in these events?</p> <p>Jerry Frank Jones, Ikard &amp; Golden - Austin, TX  Gerrit M. Pronske, Pronske &amp; Patel, P.C. - Dallas, TX</p>
4:30 pm In San Antonio Only 1.00 hr	<p><b>What's in an Insurance Policy? — With Q &amp; A</b></p> <p>Bobbi Sheahan, author of Texas Automobile Insurance Policy Annotated (4th ed., Texas Lawyer Press/American Lawyer Media 2006), will discuss the Texas standard automobile insurance policy.</p> <p>Bobbi Sheahan, Attorney at Law - Stanford, CA</p>

**Friday Morning, Dec. 16, 2005**

**Presiding Officer:**

**Angel L. Reyes III, Heygood, Orr & Reyes, L.L.P. - Dallas, TX**

8:30 am In San Antonio Only 0.50 hr	<b>Taking the Case</b>  This topic deals with questions to ask a potential client, ways to determine the type of case he or she has, and the early steps involved in case evaluation.  Brent Carpenter, Carpenter & Carpenter PC - Sugar Land, TX
9:00 am In San Antonio Only 0.50 hr	<b>Working up the Case</b>  Developing and investigating the case including taking witness statements, obtaining police reports, driving records and physical evidence.  Kathy Carpenter, Carpenter & Carpenter PC - Sugar Land, TX
9:30 am In San Antonio Only 1.00 hr	<b>Obtaining and Utilizing Medical Records</b>  A discussion in two parts covering how to get medical records; affidavits; depositions on written questions and related issues; authorizations; incorrect records; and how to best use the records obtained.  Lesley Ann Howe Lorenz, Lorenz & Lorenz, L.L.P. - Austin, TX James C. Orr Jr., Heygood Orr Reyes & Bartolomei - Irving, TX
10:45 am In San Antonio Only 0.75 hr	<b>Incurred v. Paid</b>  Legal and legislative history analysis of how amendments by HB4 impact recovery of medical expenses.  Nancy E. Friedman, David Black & Associates - Houston, TX Jim M. Perdue Jr., The Perdue Law Firm LLP - Houston, TX
11:30 am In San Antonio Only 0.50 hr	<b>Negotiating with the Insurance Adjuster</b>  Effective methods for negotiating with the insurance adjuster and obtaining a pre-litigation settlement in "run-of-the-mill" car wreck cases.  Christopher L. Elliott, Graves, Dougherty, Hearon & Moody - Austin, TX

**Friday Afternoon, Dec. 16, 2005**

**Presiding Officer:**

**Lesley Ann Howe Lorenz, Lorenz & Lorenz, L.L.P. - Austin, TX**

12:30 pm In San Antonio Only 0.50 hr	<b>Restraint System Effectiveness in Motor Vehicle Accidents</b>  This presentation will focus on restraint systems (seat belts, air bags, door latches, seats and child system) and how to identify if they performed properly in an accident.  E. Todd Tracy, Tracy & Carboy - Dallas, TX
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1:00 pm In San Antonio Only 0.00 hr 0.75 hr ethics	<p><b>Subrogation and Liens: Preserving the Client's Recovery without Committing Malpractice</b></p> <p>An in-depth overview of Medicare, Medicaid, Veteran's Administration, Federal Health Employees Benefit Act, CHIPS, Crime-Victim's Compensation Fund, TRC, Hospital Liens, Child Support Liens, Worker's Compensation, UM/UIM Coverage, Health Insurance, Self-Funded Plans, equitable doctrines and whether they are, or are not, pre-empted by ERISA, and how to keep it all straight when everyone wants your client's money. This presentation and paper are packed with citations to state and federal statutes, case law, ethical pointers, and practical advocacy.</p> <p>Judy A. Kostura, Austin, TX</p>
1:45 pm In San Antonio Only 0.50 hr	<p><b>Auto Wreck Discovery and Depositions</b></p> <p>The presentation will include what discovery to propound, what to expect from the other side and how to evaluate the information you receive. It will also cover depositions: deciding who to depose and why as well as defending your client's deposition.</p> <p>Donald H. Kidd, Perdue &amp; Kidd, L.L. P. - Houston, TX</p>
2:30 pm In San Antonio Only 0.50 hr	<p><b>Jury Selection after <i>Cortez</i></b></p> <p>A discussion of the law of voir dire before and after Cortez and suggestions about how practitioners can effectively select a jury by using or avoiding the Supreme Court's holding.</p> <p>Daniel J. Christensen, Smith &amp; Carlson PC - Austin, TX</p>
3:00 pm In San Antonio Only 1.00 hr	<p><b>Trial</b></p> <p>Discussion of effective trial techniques for the \$5,000 to \$50,000 case.</p> <p>Charley Ainsworth, Parker, Bunt &amp; Ainsworth - Tyler, TX  Price Ainsworth, Law Offices Of Price Ainsworth PC - Austin, TX</p>