



Handling a Personal Injury Case from Start to Finish

Program dates start January 12. Register today!

7.5 CLE
1 EPR

Handling a Personal Injury Case from Start to Finish

Endorsed by the Young Lawyers Division of the State Bar of Wisconsin

Up close and personal

We're giving you everything you need to start or revitalize your personal injury practice. At *Handling a Personal Injury Case from Start to Finish*, experienced trial lawyers will take you through a typical case from the plaintiff and defense perspectives. You'll receive an overview of applicable laws, discover secrets to success you never learned in law school, and find invaluable insights into everything from deciding which cases to take and ways to avoid malpractice claims. Plus, you'll receive valuable forms you can utilize in your practice to streamline the process.

How you'll benefit:

- Receive step-by-step guidance through every stage of a personal injury case
- Explore substantive law and issues to consider before starting a personal injury practice
- Hear advice for client selection, pre-suit investigation, mediation, and trial preparation
- Understand both the plaintiff and defense perspectives
- Discover how to avoid malpractice claims and maintain an ethical practice
- Walk away with sample documents, practical tips, and tools to make you better organized and more efficient

Who should attend:

- Attorneys seeking to add personal injury to their practice
- Experienced personal injury lawyers seeking a refresher
- General practitioners

Register today!

Faculty

Kelly L. Centofanti
Centofanti Law, S.C., Mequon

Ronald G. Pezze, Jr.
Otjen Law Firm, S.C., Waukesha

Thomas J. Watson
Wisconsin Lawyers Mutual Insurance Co.,
Madison

Registration

ONLINE: www.wisbar.org/seminars

PHONE: (800) 728-7788

FAX: (608) 257-5502

MAIL: State Bar PINNACLE Registrations
P.O. Box 7158
Madison, WI 53707-7158

Dates

Webcast Seminar*

Wednesday, January 12, 2022
Tuesday, January 25, 2022
Saturday, January 29, 2022
Monday, January 31, 2022
Friday, February 4, 2022
Thursday, February 10, 2022
Wednesday, February 16, 2022
Tuesday, February 22, 2022
Monday, February 28, 2022

*All portions of this program were prerecorded at an earlier date.

Credits

This program will be submitted to the Wisconsin Board of Bar Examiners for **7.5 CLE credits including 1 ethics and professional responsibility credit.**

State Bar CLE/PINNACLE Passbook

Registrations: Passbook Certificates must be received by the State Bar at least one business day prior to the event.

Registration Cancellations: Visit wisbar.org/cancellations for information on PINNACLE registration cancellation policies.

Course materials for those attending the seminar:

Course materials are provided in PDF format and are downloadable from *myStateBar* on wisbar.org up to two days prior to and 90 days after your seminar.

Young lawyers save \$20! Young Lawyers Division Members receive \$20 off any of the Build Your Practice Series seminars. Young Lawyers Division members are State Bar member attorneys 36 years of age or younger or within five years of admission to the State Bar of Wisconsin. **(If you've opted out of YLD, you will not receive this discount.)**

About the Build Your Practice Series

The Build Your Practice Series from State Bar of Wisconsin PINNACLE® introduces you to the fundamentals of various practice areas. Gain the tools and information you need to develop a new area of practice and expand your firm's offerings. Build Your Practice Series programs are endorsed by the State Bar's Young Lawyers Division.



Schedule

8:30 AM Screening, Accepting, and Signing Up Personal Injury Cases

- Initial client contact – screening, client interviews, CCAP and other research
- Eventual value vs. true potential for recovery
- Placing proper emphasis on damages vs. liability
- Keeping costs and time in proper proportion to value and risk
- Eventual fees vs. risk of loss
- Public duty and pro bono representation
Kelly L. Centofanti

9:00 AM Case Intake and First Steps for Defense of Personal Injury Cases

- Defendant's perspective: jury or non-jury considerations
- Expert witnesses for the defendant: medical, accident reconstruction, and damage experts
- Witness preparation: the defendant, fact witnesses, experts
- Presentation of evidence: theme of the case, liability
- Demonstrative evidence – direct evidence and visual aids
- Closing arguments
- Post trial
Kelly L. Centofanti, Ronald G. Pezze, Jr.

9:30 AM Pre-Suit Investigation

- Witness statements, record collection, physical evidence
- Finding coverage
- Will you need experts?
 - ▶ Where to find them
 - ▶ What if your expert doesn't agree?
- Evaluation of the case: strengths, weaknesses, viability
- Case theme
- Do you need further investigation?
- Presenting a demand letter
- Determining if and when a suit would be advisable
- The value of the case: how to find this information
- In a perfect world: what should be in the client's file? (And what shouldn't?)
Kelly L. Centofanti, Ronald G. Pezze, Jr.

10:00 AM Statutes of Limitation, Notices of Claim/Injury, and Other Traps for the Unwary

- Requirements for government claims
- Traps to avoid in filing notices and claims
Kelly L. Centofanti

10:30 AM Break

10:45 AM Discovery – Formal and Informal

- General considerations
- Authorizations
- Interrogatories
- Depositions
 - ▶ Preparing for your first deposition
 - ▶ Dealing with the difficult witness
 - ▶ Should you try to win the case? Or set it up for trial?
- Requests for Admission
Ronald G. Pezze, Jr.

11:30 AM Subrogation/Section 102.29/ERISA/Medicare Set-Asides

- Collateral source rule
- Made whole rule
- Health insurance liens
Kelly L. Centofanti

12:00 PM Lunch Break

1:00 PM Mediation Overview

- Responsibilities of attorneys
- Responsibilities of mediators
- Payment for mediation
- Preparing the client
Kelly L. Centofanti, Ronald G. Pezze, Jr.

1:15 PM Preparing for Trial

- Pre-trial motions including motions in *limine*
- Scouting the courtroom for technology
- Jury instructions and verdict
- Preparing a trial notebook
- Jury selection
- Opening statement
- Presentation of evidence
- Direct examination of witnesses
- Cross examination of witnesses
- Proving specials
- Proving pain, suffering, and disability
- Closing arguments
- Post-trial relief
Kelly L. Centofanti, Ronald G. Pezze, Jr.

2:15 PM Behind the Curtain: What They Don't Tell You About Practicing Personal Injury in Law School

- Reading medical records
- Saving money on medical records – use of the HITECH Act
- Pretrial stipulations
- Scheduling conferences
- The importance of understanding the local rule
- Jury instruction and verdict conference
- Getting along with the other side
Kelly L. Centofanti, Ronald G. Pezze, Jr.

3:30 PM Ethics: Avoiding the Personal Injury Malpractice Claim

- Communicating with clients
- Conflicts of interest
- Substantive errors
- The paralegal's role in helping avoid legal malpractice claims
Thomas J. Watson

4:30 PM Program Concludes

Following start time, schedule will vary slightly from above listed times.

Book Sale!

Wisconsin Civil Litigation Forms Manual

SAVE 20% on the *Wisconsin Civil Litigation Forms Manual*.* Plus, all seminar attendees receive a free two-week trial of the Books UnBound® version. Take command of the litigation process with annotated sample forms to help make litigation more understandable for novices and more efficient for experienced practitioners.



Use discount code **CA3249** when you order online at wisbar.org/ak0036 or call (800) 728-7788.

Print Book: #AK0036; 665+ pp.; 4th ed. 2018

Member: ~~\$290~~ \$232 | **Nonmember:** ~~\$363~~ \$290.40

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*Discount applies to both print and digital Books UnBound editions of this title and cannot be applied to previous purchases. Offer valid as long as CLE credit is available for this program. For Books UnBound users, discount may be applied to purchase of individual Books UnBound title only and may not be used on purchase of full library.

Other Learning Opportunities

44th Annual Torts Update 2021

This quick-hitting program covers recent case law on an array of current topics in tort litigation including a recent decision involving immunity for property owners in trespassing cases and changes to insurance companies' obligations in light of *Choinsky v. Employers Mutual*. You'll also discuss whether Zoom hearings will live on past 2021 and what happens when zealous advocacy goes too far. **4 CLE/1 EPR**

Webcast Replays: Dec. 28, 2021 | Jan. 20, 2022 | Jan. 26, 2022

The Law of Damages in Wisconsin

This trusted reference contains comprehensive and insightful analysis, as well as practical wisdom on the types of damages available in Wisconsin and the special rules governing them. Protect your clients' interests and make sound decisions with help from *The Law of Damages*. (Includes 2020-21 supplement)

Print Book: #AK0063; 1,634+ pp.; 8th ed. 2019-20; **Member:** \$255 | **Nonmember:** \$319

Books UnBound Subscription: #AE0063_SUB; **Member:** \$199 | **Nonmember:** \$248.75

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Priority Code: S 4 0 5 9 B

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<input type="checkbox"/> State Bar Member	<input type="checkbox"/> \$269
<input type="checkbox"/> YLD Member*	<input type="checkbox"/> \$249
<input type="checkbox"/> Nonmember	<input type="checkbox"/> \$349
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