PERSONAL INJURY PRIMER
How to Handle the Basic Auto Accident Case

Time: 1:30pm—4:45pm
Location: Columbus Bar Association

1:30pm | Analyzing the Case
- Basic Client Questions to Determine if the Case is a “Dog”
- The Client Interview
- Crafting a Contingency Fee Agreement (ORPC Rule 1.5)
- Documents a Client Must Sign
- Instructions for the Client: What Clients MUST Do!
- Effective Client Communications to Avoid Ethical Problems
- What the Ohio Rules of Professional Conduct Require after Retention
- Identifying the Damages
- First Contact with the Insurance Company

3:00pm | Break

3:15pm | Settling or Litigating the Case
- The Simple Methodology to Winning Over the Adjuster
- Attorney "Punch List" for Document and Information Collection
- How to Discuss the Value of the Case with Your Client
- Dealing with Difficult Clients
- Crafting a Demand Letter and Discussing it with Your Client
- Convincing the Adjuster to Offer Top Dollar: Effective Communication Tools
- Leveraging the File by Drafting a Great Complaint
- Mediation as a Tool to Maximize Recovery and Involve the Client
- Ending the Case on a High Note

Presenter
William J. Price, Esq.,
Elk & Elk Co., Ltd.

Pricing
This seminar is CLE Easy Pass eligible
- Members: $135 prepaid/$150 day of
- Non-Members: $185 prepaid/$200 day of
- Non-Attorneys: $105 prepaid/$120 day of
- Printed Materials: $25 (Select this option if you would like to purchase printed materials. Electronic materials will be available at no cost.)

Registration
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