



Thursday,
October 13, 2016
3:00 – 5:00 p.m.

World Trade Center,
Mezzanine, Building 2,
26 SW Salmon, Portland

Registration forms with
payment must be received by
the MBA office by Oct. 12.

*The MBA will apply for two
hours of OSB MCLE credit.
Washington MCLE credit may
be obtained individually.
Registrants who miss the
seminar may request the
handout materials. Sorry, no
refunds. Substitutions are
welcome; non-members may
be subject to an additional
fee. Accommodations
available for persons with
disabilities; please call in
advance for arrangements.*

Personal Injury: Maximizing Case Value through Creativity, Strategy and Tenacity

This seminar is intended for the plaintiff's personal injury practitioner and the general practitioner who handles personal injury cases. The seminar mixes theory and strategy, focusing on the most crucial aspects of the case. Time is devoted to the techniques, strategies and methods which make the biggest difference to the plaintiff's case and the end result. **Marc Johnston**, Johnston Law Firm LLC, will share his creative and successful approaches to handling personal injury cases, while addressing technical aspects of the plaintiff's case which you can use immediately with your current cases. This seminar blends cutting edge approaches and the techniques of the presenter. Topics addressed will include:

- the initial client meeting and retention
- evaluating cases
- pre-suit demands
- preparing your client for deposition
- taking depositions
- working with experts and doctors
- mediation preparation
- managing costs
- thinking outside the box
- trial theory

If you handle personal injury or motor vehicle cases, regardless of your level of experience, do not miss this seminar.

For more information: Call Kevin Sali, Kevin Sali LLC at 503.329.3598. For registration questions, call the MBA at 503.222.3275.

Name _____

Firm _____

Billing Address _____

Phone _____ OSB # _____

Send form and payment to:
Multnomah Bar Association
620 SW 5th Ave Ste 1220
Portland OR 97204

Fax 503.243.1881 (for credit cards only) Ph 503.222.3275

Register me for the seminar as indicated:

- MBA Member \$60.00
- Non-MBA Member \$95.00

I will not be attending but would like to order:

- CD ROM / & Handouts (Member) \$60.00
- CD ROM / & Handouts (Non-Member) \$95.00

Payment Options:

- Check (enclosed) *or*
- Visa MasterCard American Express

Acct # _____

Exp. Date _____ Security Code _____

Signature _____