

Personal Injury: Briefings & eBook Bundle

4 webcast programs and 1 value-added companion eBook for core fluency

Do your clients have questions about the value of their injury? This curated bundle of 9 hours of fast-paced webcast programming on personal injury paired with MCLE's comprehensive e-publication providing a wide range of reference resources to aid your practice gives you a solid foundation in assessing the damages and best ways to recover for those damages. Clients expect all personal injury lawyers to be able to guide them through all stages of the process and these programs provide it. Set your own schedule, expand your skill set, and advance your practice with confidence.

Webcast Briefings

- **Assessing & Monetizing Pain & Suffering in Auto & Personal Injury Cases:** How to elevate the idea of damages to a place of respect; How to overcome defense tactics that belittle pain; How to be fair and fearless when laying out damage models, and those types of models; How strategies differ regionally
- **Anatomy & Medical Records for Lawyers:** The role of medical records in litigation; HIPAA, privileges, and privacy considerations; Obtaining, admitting, and excluding medical records; Reviewing and analyzing medical records
- **Settling Cases Involving Insurance Companies:** Settlement demands and valuation; Mediation—when, in what circumstances, and what to expect; Negotiation skills, tactics, and strategies for your next settlement negotiation or mediation; Issues impacting settlement negotiations
- **Liens in Personal Injury Settlements:** Medicaid and Medicare—your reporting requirements; Private health insurance—their assertion requirements; Healthcare providers; Reduction of liens

Companion eBook

- **Massachusetts Personal Injury Law Sourcebook & Citor:** Organizes a wide body of frequently-needed information into one book. Features an extensive digest of personal injury cases along with annotated statutory provisions, procedural rules, selected regulatory provisions, medical information, and other general reference materials.

Unparalleled Expertise—Speakers & Authors

- **Top-notch Guidance—from the Best in the Practice**
- **Practical Insight You Can Trust**
- **Detailed Speaker & Author Information at www.mcle.org**

Dates & Location

Register at www.mcle.org

REBROADCAST

Monday, March 20, &
Tuesday, March 21, 2023
9:30 am–2:00 pm
Program Number: 2230206RBC

REBROADCAST

Tuesday, March 28, &
Wednesday, March 29, 2023
9:30 am–2:00 pm
Program Number: 2230206RB1

REBROADCAST

Wednesday, April 5, &
Thursday, April 6, 2023
9:30 am–2:00 pm
Program Number: 2230206RB2

Tuition *(includes written materials)*

- \$275
- \$247.50 MCLE Sponsor Members
- \$137.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email scholarships@mcle.org.

Materials

The materials for this bundle include MCLE's *Massachusetts Personal Injury Law Sourcebook & Citor 2022* which, along with any other materials, can be downloaded via the link emailed to you upon registration.

Also, there is no need to take extensive notes. All registrants have access to a verbatim transcript and audio and videorecordings of each webcast in this bundle.

CLE Credits

Earn up to 9 CLE credits



Subscribe to the MCLE OnlinePass®

for instant access to this program and everything else MCLE offers online. Learn more at www.mcle.org