

AAJ EDUCATION
2010 AAJ Winter Convention
Hyatt Regency Maui • Westin Maui Resort & Spa
January 30 – February 3

ADVOCACY TRACK

Wednesday, February 3

Location: Monarchy Room, Hyatt Regency Maui

Theme: Negotiation and Settlement and Damages

Moderator: Mary Alice McLarty, TX

8:30 am **Backwards Thinking for Computer Presentations: Strategic Schemes, Agile Answers, Fluid Form, and Continuity of Context**
Mark D. Clore, SC

8:45 am **Opening and Closing When Negotiations Fail—Stumbling Blocks, Straw Dogs, and Angry Hearts**
Janice P. Kim, HI

9:30 am **Update on Punitive Damages**
Jerome F. O’Neill, VT

10:00 am **Break**

10:30 am **What Adjusters Are Looking For: How to Move Your Case Through to Benefit Your Client**
Marjorie J. Heinrich, CA

11:15 am **Medicare/Medicaid Liens**
David H. Abney, KY

11:45 am **Adjourn**