



# Nursing Home Damages Seminar

## Sheraton Nashville Downtown | Nashville, TN

May 19-20, 2016

*Presented with the Nursing Home Litigation Group*

*Sponsored by: Precision Resolution, LLC  
medQuest, Ltd.  
Lisa Blue and Williams Kherkher*

## AGENDA

### Thursday, May 19, 2016

8:00 – 8:45 a.m.

#### REGISTRATION

*Continental Breakfast Available*

8:45 – 9:00 a.m.

#### WELCOME AND INTRODUCTIONS

9:00 a.m. – 12:30 p.m.

#### MORNING SESSION

- The Value of Focus Groups
- The Damages Your Clients Deserve: It All Starts with Jury Selection
- Examination Techniques: What Moves and What Cools the Jury
  - Direct Examination of Plaintiff
  - Cross Examination of Defendant's Fact Witness
- The Conservative Venue Approach to Damages

12:30 – 1:30 p.m.

#### LUNCH BREAK

1:30 – 5:30 p.m.

#### AFTERNOON SESSION

- Damages for the Decedent's Children
- Pain and Suffering for End Stage Alzheimer's and Other Impairments
- Punitive Damages: When to Seek Them
- Changing the Focus of the Fight: Challenging Caps in Elder Abuse Cases
- How to Frame Your Case While Keeping the Defense in Check

5:30 – 7:00 p.m.

#### NETWORKING RECEPTION

**Friday, May 20, 2016**

8:30 – 9:00 a.m.

*Continental Breakfast Available*

9:00 a.m. – 12:00 p.m.

**MORNING SESSION**

- **The Value of Focus Groups, continued**
- **Seeking Damages Before Arbitration Panels and in Mediation**
- **Using Medicare and Other Liens to Help**
- **Using Expert Witnesses when Seeking Damages**

12:00 – 1:30 p.m.

**LUNCH BREAK**

1:30 – 5:00 p.m.

**AFTERNOON SESSION**

- **Use of Demonstrative Evidence in Seeking Damages**
- **A New Look at Cost Reports – The Hidden Numbers**
- **The Value of Focus Groups: Putting it All Together**
- **All Faculty Roundtable Discussion**

**HOTEL INFORMATION**

Our room block is currently full. Here is a list of some alternate hotels near the Sheraton Nashville Downtown.

**[The Hermitage Hotel](#)**

231 6th Ave N, Nashville, TN 37219  
Phone: (615) 244-3121 / (888) 888-9414  
436 ft., 1 minute walking distance

**[Courtyard Nashville Downtown](#)**

170 4th Ave N, Nashville, TN 37219  
Phone: (615) 256-0900  
0.3 miles, 6 minute walk

**[Homewood Suites Nashville Downtown](#)**

706 Church St, Nashville, TN 37203  
Phone: (615) 742-5550  
0.2 miles, 3 minute walking distance

**[Hilton Nashville Downtown](#)**

121 4<sup>th</sup> Avenue S, Nashville, TN 37201  
Phone: (615) 620-1000  
0.6 miles, 11 minute walk, 6 minute public transit

**[Renaissance Nashville Hotel](#)**

611 Commerce Street, Nashville, TN 37203  
Phone: (615) 255-8400  
0.3 miles, 5 minute walk

**[Hampton Inn & Suites Nashville-Downtown](#)**

310 4th Avenue South, Nashville, Tennessee, 37201  
Phone: (615) 277-5000  
0.8 miles, 15 minute walk, 9 minute public transit

**[Hotel Indigo Nashville](#)**

301 Union St, Nashville, TN 37201  
Phone: (615) 891-6000  
0.3 miles, 5 minute walk



## FACULTY

**Peter T. Anderson**

Grenier Law Group, PLLC

**Vanessa Cantley**

Bahe Cook Cantley & Nefzger, PLC

**Alexander M. Clem**

Morgan & Morgan

**Lesley Ann Clement**

Clement & Associates

**Kenneth L. Connor**

Connor & Connor, LLC

**Robert F. Daley**

Robert Peirce & Associates, PC

**Lauren Ellerman**

Frith & Ellerman, PC

**Saul G. Gruber, course advisor**

Javerbaum Wurgaft Hicks Kahn  
Wikstrom & Sinins, PC

**David J. Hoey**

Law Office of David J. Hoey, PC

**Gregory L. Johnson**

Johnson Moore

**Martin S. Kardon, course advisor**

Kanter Bernstein & Kardon, PC

**Ruben J. Krisztal**

Wilkes & McHugh, PA

**Steven M. Levin**

Levin & Perconti

**Kenneth H. Levinson**

Levinson & Stefani

**Donna M. MacKenzie**

Olsman, Mueller, Wallace &  
MacKenzie, PC

**Artemis H. Malekpour**

Malekpour & Ball Consulting

**Tad Thomas, course advisor**

Thomas Law Offices, PLLC

**Ernest Charles Tosh**

Tosh Law Firm

## WHO MAY ATTEND?

AAJ Regular, Sustaining, President's Club, Life, and Leaders Forum Members.  
AAJ Paralegal Affiliates may attend this seminar if they are employed by, and attending with,  
an AAJ plaintiff attorney (Regular, Sustaining, President's Club, Life, and Leaders Forum)  
with the same firm address.

## CANCELLATION POLICY

Cancellations received by May 11, 2016 will result in a refund less a 10% administrative charge.  
Cancellations received May 12-17, 2016 will result in a voucher for the entire registration fee, which  
may be applied toward any AAJ Education college, seminar, or webinar held within one calendar year  
of the date of issue. Requests for refunds or vouchers received after May 17, 2016 will not be honored.  
AAJ is not responsible for any room cancellation fees or other travel fees which may result from your  
cancellation. Cancellation requests must be made in writing. Fax or email your cancellation letter to  
the registrar at 202-625-7084 or [education@justice.org](mailto:education@justice.org).

## ADDITIONAL PROGRAM INFORMATION

Available CLE Credit: Approximately 13.5\* credits

AAJ has filed for MCLE credit in the appropriate jurisdictions. Registered participants can receive CLE credits depending on the jurisdiction, and they will be applied to your participation in AAJ's professional recognition programs. AAJ Education programs are routinely accredited by states requiring continuing legal education. CLE questions may be addressed by calling the CLE Coordinator at 800-424-2725, ext. 8335 or 202-965-3500, ext. 8335.

To register, [CLICK HERE](#).

\* Number of credits may vary depending on calculation method used by individual state accreditation agencies.  
AAJ is a State Bar of California MCLE-approved provider.