

The Norfolk & Portsmouth Bar Association  
presents

# HANDLING A PERSONAL INJURY CASE: PHONE CALL TO VERDICT

*CLE Seminar – 3 Credits, Including 1 Ethics Credit*

**Monday, September 27, 2010**

Dominion Tower, 4th Floor Meeting Room

1:00 p.m. – 4:00 p.m.

## WINE AND CHEESE RECEPTION TO FOLLOW

### Faculty:

**Rick Shapiro, John Cooper, Jim Lewis, and Randy Appleton**  
**All of Shapiro, Cooper, Lewis & Appleton, P.C.**

### Topics to Include:

- Initial Investigation and Pre-Suit Work
- Necessary Elements to Prove Your Case
- Special Discovery Issues Pertaining to Personal Injury Cases
- Basics of Virginia Automobile Insurance
- Maximizing the Client's Recovery
- Effective Expert Witnesses
- Evidence to be Used in Settlement and Mediation
- Successful Jury Trials
- Ethical Issues Arising in Personal Injury Cases

To register, please complete form and mail with payment to:  
NPBA • 999 Waterside Drive, Suite 1330 • Norfolk, Virginia 23510

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### Personal Injury CLE

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

NPBA Members...\$90.00 Non-Members.... \$180.00

Contact NPBA at 622-3152 or NPBA@visi.net