

## ABOUT THE UDINSKY GROUP

In today's legal environment, expert witnesses are critical to successful litigation. Judges and juries have praised The Udinsky Group's testimony, which reflects substantial experience, as well as impressive academic and professional credentials.

Our president, Dr. Jerald Udinsky, specializes in Rehabilitation Economics and Business Appraisal. Staff members have received graduate and undergraduate degrees from schools such as the University of San Francisco, the University of California, and Stanford University. They have taught at major universities such as the University of California, the University of San Francisco, Brigham Young University, and the University of Phoenix. We also have a CPA on staff to handle all accounting needs.

In addition to providing legal consulting and expert witness services in cases of personal injury and severe disability, The Udinsky Group also provides these services to the legal profession in the areas of Business Valuation, Marital Dissolution, and Employment Law. We also provide a full range of structured settlement services.

The Personal Injury/Severe Disability practice covers:

- Calculation of lost wages or support
- Labor market surveys to determine availability of appropriate work and prevailing wages
- Calculation of personal consumption
- Valuation of lost household services
- Working with medical experts to calculate the present value of future medical care costs
- Market surveys for the cost of medical care for severely disabled
- Consulting on the use of annuities and structured settlements

The Business Valuation/Marital Dissolution practice covers:

- Appraisal of closely held businesses
- CPA accounting and records review
- Business interruption and damages
- Intellectual property
- Estate and gift tax appraisal

The Employment Law practice area covers:

- EEO statistical analysis
- Stock option valuations
- Calculation of damages in "Employment Discharge" cases

The Udinsky Group can handle all of your litigation consulting and structured settlement needs. Call us today at (510) 649-9000.

### ECONOMIC DAMAGES FOR SEVERE DISABILITY AND PERSONAL INJURY

May 1, 2003 - San Francisco, CA

**Credits: 5.5 State Bar of CA MCLE**

Seminar Tuition: \$349 (Single) \_\_\_\_\_ \$329 (2 or More) \_\_\_\_\_

#### Method of Payment

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The Udinsky Group 2941 Telegraph Ave., Berkeley, CA 94705

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## THE UDINSKY GROUP

*Business & Labor Appraisers*

2941 Telegraph Ave., Berkeley, CA 94705  
 Phone: (510) 649-9000 • Fax: (510) 649-9650

Email: [udinsky@udinsky.com](mailto:udinsky@udinsky.com) • Website: [www.udinsky.com](http://www.udinsky.com)

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THE UDINSKY GROUP SEMINAR SERIES

# Economic Damages for Severe Disability & Personal Injury

This one-day seminar has been designed to educate attorneys, paralegals, and insurance adjusters regarding the calculation of economic damages arising from personal injury lawsuits. **This seminar qualifies for 5.5 MCLE Credits.**

**May 1, 2003**  
**San Francisco, CA**

Presented by:

- Jerald Udinsky, Ph.D., A.S.A. (Program Chair)
- Christian Anderson, M.A.
- Erik Volk

- and -

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2941 Telegraph Ave., Berkeley, CA 94705  
 Phone: (510) 649-9000 • Fax: (510) 649-9650  
 Email: [udinsky@udinsky.com](mailto:udinsky@udinsky.com) • Website: [www.udinsky.com](http://www.udinsky.com)

**The Udinsky Group has been approved by the State Bar of California as an MCLE provider since 1988.**



## AGENDA

- I. Registration / Continental Breakfast (8:30 am – 30 Minutes)
- II. Economic Basics (9 am – 2 Hours)
  - A. Discount Rates and Present Value
  - B. Life Expectancy
  - C. Worklife Expectancy
  - D. Lost Earning Capacity
  - E. Review of Jones and Laughlin Steel vs. Pfeiffer
  - F. Rehabilitation and Mitigation Earning Capacity
  - G. The Economics of Death Cases
  - H. Special Issues in Severe Disability
- III. Case Studies in Economic Damages (11 am – 45 Minutes)
  - A. Personal Injury with Rehabilitation
    - i. Lost Earnings and Mitigation Earnings
    - ii. Impact of Worklife Assumptions
    - iii. Value of Vocational Rehabilitation Testimony
- IV. Lunch Break (11:45 pm – 1:15 pm)
- V. Case Studies in Economic Damages (Continued) (1:15 – 2 Hours 15 Minutes)
  - A. Death
    - i. Loss of Earnings vs. Loss of Support
    - ii. Personal Consumption & Total Family Income
    - iii. The Value of Household Services
  - B. Personal Injury to Small Business Owner
    - i. Loss to a Small Business Owner Defined
    - ii. The Importance of the Micro- and Macro-Economic Context
    - iii. The Value of Historical Data
    - iv. Variable Costs / Saved Expenses
  - C. Severe Disability - Medical Malpractice
    - i. Impact of MICRA
    - ii. “The Case within a Case”
    - iii. The Economist Working with Medical Experts
    - iv. Annuity Testimony
- VI. The Economist and Discovery (3:30 – 30 Minutes)

## OUR DISTINGUISHED FACULTY

The high level of professional expertise achieved by our faculty has been derived from a combination of academic and practical experience, including over 1,000 depositions and over 300 trial testimonies. It is working hand and hand with practicing trial attorneys over the past 25 years which has created the foundation for our seminar series. Our aim is to provide our attendees with not just academic exercise, but rather a seminar rooted in intellectual rigor, practical application, and significant professional experience.

**Jerald Udinsky, Ph.D. A.S.A.** founded the Udinsky Group in 1977. He focuses on applications of economics and statistics to legal issues. Dr. Udinsky received his B.S. degree in Physics from MIT, his M.A. and his Ph.D. from the University of California, Berkeley. He completed post graduate seminars at the University of Chicago Business School and the University of Miami Law School and has taught economics and business at the University of California, Santa Cruz, and the University of San Francisco. Dr. Udinsky has published many significant articles and delivered numerous seminars to business and professional groups. In addition to being a Certified Rehabilitation Economist, Dr. Udinsky is also the business appraisal desk editor of Family Law News, the official publication of the Family Law Section of the California State Bar, and a Certified Business Appraiser through the American Society of Appraisers.

**Christian Anderson, M.A.** has been working as a financial and rehabilitation economist analyzing personal injury and business damages with the Udinsky Group since 1998. Mr. Anderson earned his M.A. degree in Economics from the University of California, Santa Barbara. He is also an Economics Instructor with the University of Phoenix at their Northern California Campus.

**Erik Volk** received his B.S. in Business Administration from the University of California, Berkeley and has over 15 years of experience as a rehabilitation economist evaluating personal injury damages in all stages of litigation. Mr. Volk specializes in the assessment of damages in cases of severe disability. He is also a licensed life agent and has been providing structured settlement services to the legal community for the past 10 years.

**Contact  
The Udinsky Group  
Today!**  
510.649.9000 tel  
510.649.9650 fax

## BENEFITS OF ATTENDANCE

An understanding of economic calculations and economic expert testimony can help you to:

- Assess the value of your case
- Obtain proper discovery
- Effectively depose / cross examine experts
- Effectively negotiate settlements

## WHO SHOULD ATTEND

Anyone interested in understanding damage assessments in personal injury and severe disability cases including:

- Attorneys
- Insurance Adjusters
- Paralegals

## GENERAL INFORMATION

**San Francisco, CA • May 1, 2003**

- Location: Hyatt Regency, 5 Embarcadero Center
- Session: 9 a.m. to 4 p.m.
- Reg. / Breakfast: 8:30 a.m. to 9 a.m.
- Lunch: 11:45 a.m. to 1:15 p.m. (On Your Own)
- To Register: Refer to back panel.
- Walk-ins: Call to check for availability.
- Contact Info: The Udinsky Group  
2941 Telegraph Ave., Berkeley, CA 94705  
Phone: (510) 649-9000  
Fax: (510) 649-9650
- Cancellations: Substitutions are welcome and can be made at any time. To obtain a full refund, please cancel 6 days in advance.