



TIDA Skills Course

May 13-14, 2010

Hilton Memphis – Memphis, TN

Schedule of Events

Wednesday

4:30 pm – 5:30 Registration

5:00 pm – 6:00 Reception

Thursday

7:30 - 8:30 Registration

8:30 - 8:45 Welcome

8:45 - 9:30 Fact Pattern & Intro Trucks

9:30 - 12:00 Truck Inspection
• Offsite

12:00-12:45 Box Lunch

12:45 - 2:15 Utilization of Accident Resources at the Scene

2:15 – 2:30 Break

2:30 – 4:00 Basic Accident Reconstruction

4:00-5:00 DOT Regulation and Compliance

Dinner on your own

Friday

General Session

8:15 am – 9:00	Cargo Claims
9:00 - 9:45	Negligent Hiring
9:45 – 10:00	Break
10:00 – 10:30	Intro about Experts
10:30 - 11:30	Effects of State Laws & Insurance Coverage
11:30 - 12:30	Box Lunch

Breakouts

Adjusters

12:30 - 1:15	Good Qualities of a Claims Adjuster & Simple Case Strategies
1:15 - 1:45	Overview of State Laws

Attorneys

12:30 - 1:45	Client/Driver Relations A. Attorney-Client Relations B. Tricks of the Trade C. Dealing with Plaintiff Attorneys Simple Case Strategies
1:45 - 2:00	Break

General Session

2:00 - 2:45	Handling Truck Claims, Claims Techniques, Strategies and the Empathic Approach
2:45 - 3:30	Negotiation Strategies
3:30 - 4:30	Trial Techniques and Litigation Strategies
Closing Remarks	