

A Mock US Trial in a UK Courtroom



This event has been accredited by the CII and can be included as part of your CII CPD requirement should you consider it relevant to your professional development needs.

London— October 29, 2008

Litigation is to the United States what insurance is to Lloyd's of London and the company market. Success fees spawn litigation in both countries. However, unlike the United Kingdom, everyone gets a jury trial in the United States. All you must do is ask.

In this accredited seminar you will learn:



The basic strategies and procedures related to discovery and motion practice;

Explanation of pre-trial discovery techniques and how to best position your claim/case for a successful result;

The perils of rescinding the policy and/or declination of coverage when a third party lawsuit has been filed;

How the American court system works by live demonstration of a mock trial involving first and third party issues;

Find out at this definitive seminar!

When both the claimant and the insured sue Underwriters, see what happens first hand. Review the discovery process with experienced trial counsel and see the aggravation it can, and often does, cause. Explore strategies to defend Underwriters' denials.

Next, experience the trial itself. You will hear opening statements, listen to witness testimony, including expert testimony about claims handling and bad faith, and see how the judge rules on objections made at trial.

Whether you are a claims adjuster, a broker, claim director or solicitor for your firm, this basic-to-intermediate level program will provide you with the information you need to minimize cost, develop a winning strategy regarding your American litigation.

Mock Trial Presented by:

James Higgins, AIC, Esquire
Mark Pollack, CPCU, AIC, RPA
Chantal Roberts, AIC
Patricia Pollack, CFO
Affirmative Risk Management

Richard Gateley, Esquire
Henri Dussault, Esquire
**Bracket and Ellis,
A Professional Corporation**

Mock Trial Participants:

Tammy Lewis (Judge)
Syndicate Counsel
Liberty Syndicates

John Weeks (Bailiff)



What You Will Learn

Outline

- I. Introduction of Speakers
- II. Investigating the Claim and Protecting Underwriters' Interests
 - A) Formulating underwriters' initial response
 - B) Conducting the claim investigation
 - C) If claim denied what happens next?
- III. Preparing for Trial
 - A) Discovery of Corporations and Witness Statements
 - B) The era of sound and media presentations in the courtroom
 - C) Limiting and challenging harassing discovery
 - D) Perils of electronic discovery
- IV. Presenting the Case to the Jury
 - A) Pre-Trial Motions to Exclude or Limit Evidence
 - B) Selecting the jury
 - C) The jury charge
- VI. Lunch
- VII. Court Called to Order
 - A) Jury selection from attendees
 - B) Introduction of the fact pattern to all but jurors
 - C) Opening statements
- VIII. Plaintiff Presents its Case
Witnesses for the plaintiff are presented
- IX. Break for coffee/tea/biscuits
- X. Defense Presents its Case
Witnesses for the defendant are presented
- IX. Closing Arguments
- XI. Jury Deliberates the Case and Returns Verdict
Attendees are polled as to case and probable outcome while jury is deliberating
- XII. Closing remarks and jury is polled as to how it arrived at verdict and award.

Important Details

October 29, 2008
Old Westminster County Courts
(Browns—Covent Garden)
82-84 St. Martin Lane
Covent Garden London WC2N4AA



A coach will be provided to transport attendees. The coach will depart at 9:30 am from 1 Lime St. Please advise if you will be utilizing the coach or providing your own transportation when responding to this invitation.

- ◆ Registration is from 10:00 – 10:30 a.m. The program will begin at 10:30 a.m. and ends at 5:30 p.m. A two course lunch along with complimentary snacks and refreshments are provided. A Cocktail reception will immediately follow.
- ◆ There is limited seating available. Please RSVP to: mark.pollack@affirmativeriskmgmt.com by no later than October 15, 2008.
- ◆ Last minute registrations are also welcome. If you plan to register at the door, you may wish to call 001 (501) 228-0900 first to confirm availability and any schedule or location changes.
- ◆ Complete seminar printed material and Power Point presentation

There will be a reception immediately following the presentation.