

FUTURE
S.C.E.A. MEETING SITES

1983

Fall Workshop - October 2-5, 1983
Baton Rouge Hilton
Baton Rouge, Louisiana

1984

Spring Annual Meeting - to be decided

Fall Workshop - October 10-13, 1984
Sheraton Charleston Hotel
Charleston, South Carolina

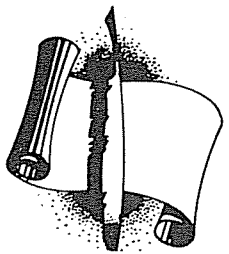
1985

Spring Annual Meeting - to be decided

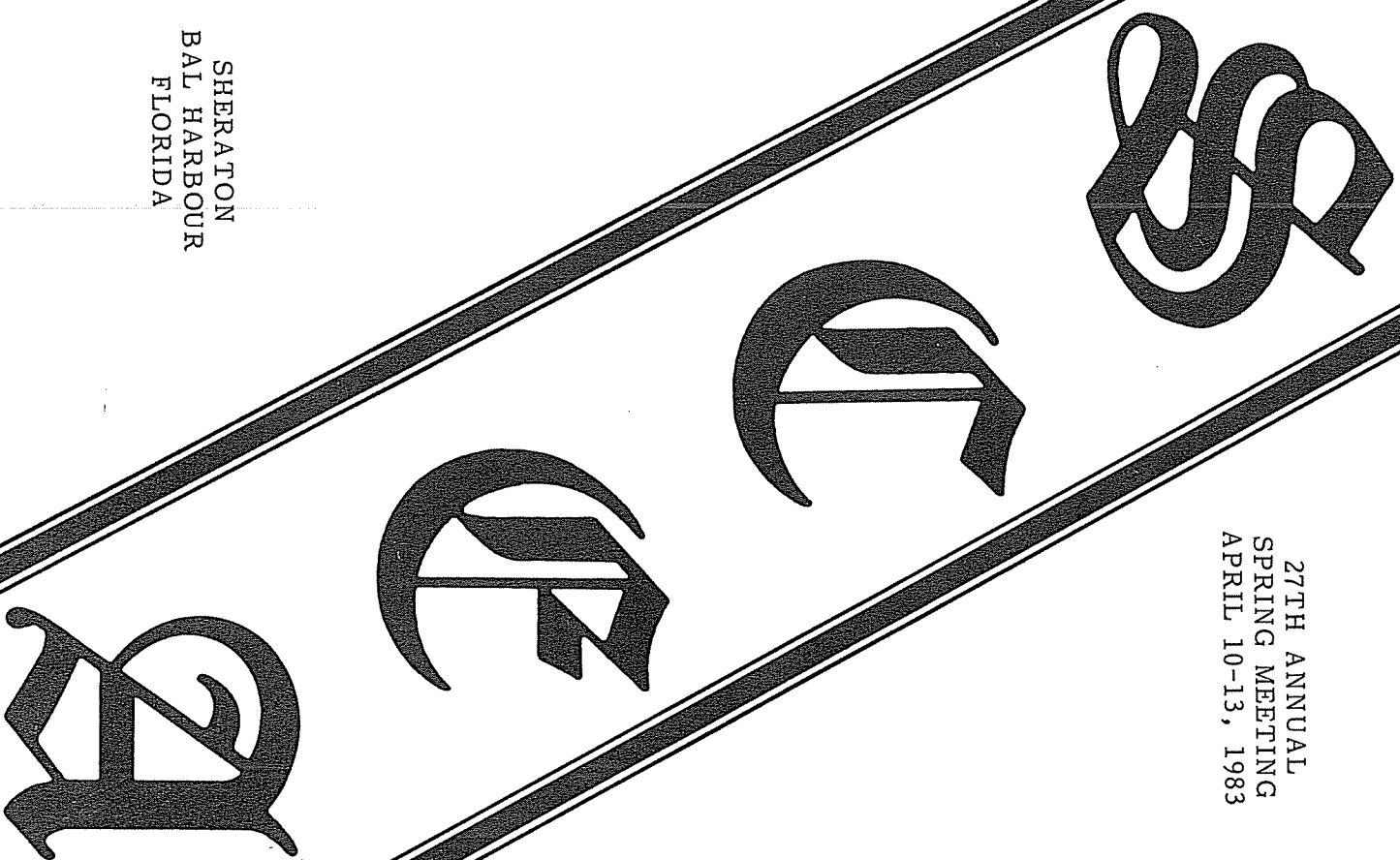
Fall Workshop - October 6-9, 1985
Sheraton at St. John's Place
Jacksonville, Florida

If you have a change of address, please write:

William W. Bridges
P.O. Box 250
Macon, Georgia 31202



SHERATON
BAL HARBOUR
FLORIDA



27TH ANNUAL
SPRING MEETING
APRIL 10-13, 1983

WHY DO WE GATHER?

To promote harmony, cooperation
and cordial business relations
among the members.

To encourage a high standard
of ethics and proper claims
handling.

To discourage false or
fraudulent claims.

To expose dishonest, unscrupulous
or unethical practices by
whoever committed.

To increase the efficiency and
knowledge of members and their
company claims departments.

S. C. E. A.

The Officers of the
SOUTHEASTERN
CLAIM EXECUTIVES
ASSOCIATION

Welcome You

to the

27TH ANNUAL
SPRING MEETING

President
C. C. CRAIG
North Carolina Farm Bureau
Insurance Company

Vice President
EDWARD L. GARRETT
American Mutual Fire
Insurance Company

Secretary-Treasurer
WILLIAM W. BRIDGES
Southern Trust
Insurance Company

SUNDAY - APRIL 10, 1983

1:00 p.m. to 5:00 p.m. Registration-South Lobby
6:30 p.m. to 8:00 p.m. President's Reception
Medallion Room

MONDAY - APRIL 11, 1983

7:30 a.m. to 9:30 a.m. Breakfast Meeting
1982-83 Directors-Ballroom
9:00 a.m. to 9:45 a.m. Coffee & Danish-Ballroom
10:00 a.m. to 11:00 a.m. Dr. Kimberly Kiddoo
Introduction-Ed Garrett
Ballroom
11:00 a.m. to 12:00 noon Mark Peterson, JD, Ph.D.
Introduction-Jim Christiansen
Ballroom

MONDAY AFTERNOON FREE

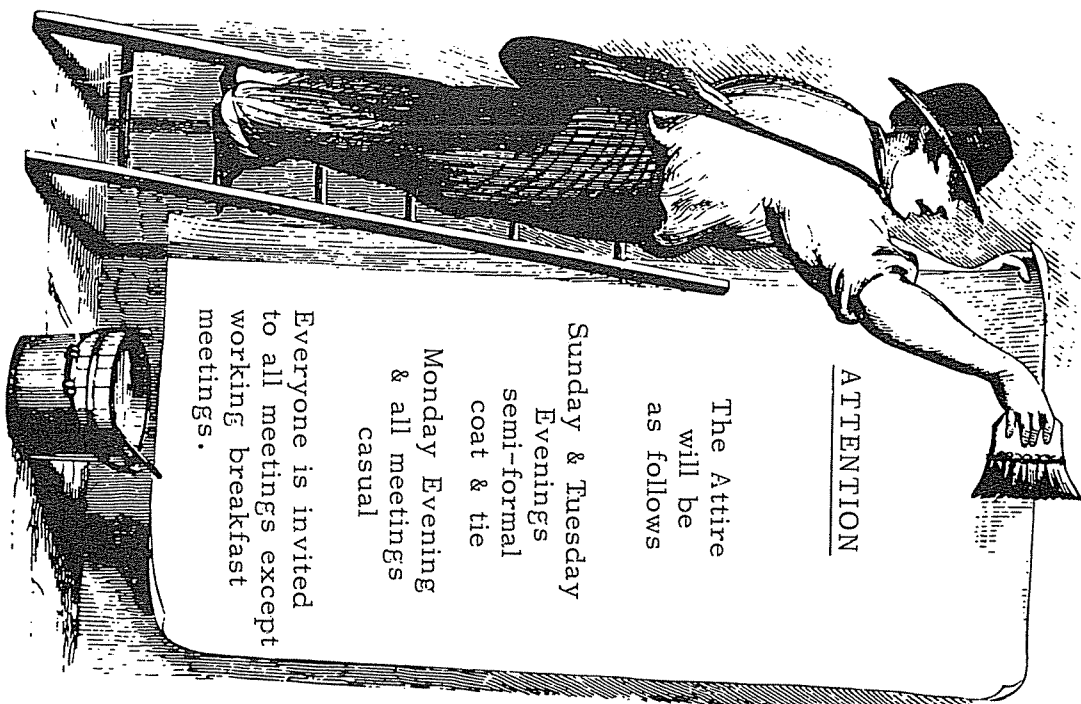
6:00 p.m. to 7:00 p.m. Cocktails - Poolside
7:00 p.m. Barbecue - Poolside

TUESDAY - APRIL 12, 1983

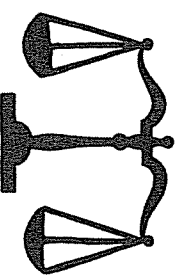
8:00 a.m. to 9:30 a.m. Breakfast Meeting
Members & Associate Members
Caribbean Room
9:00 a.m. to 9:45 a.m. Coffee & Danish-Ballroom
10:00 a.m. to 11:45 a.m. Eugene Cavallucci, Attorney
Introduction-John B. Deiner
Ballroom
1:00 GOLF TOURNAMENT
Henry Garrison in charge
1:00 TENNIS TOURNAMENT
Lamar Lee in charge
6:30 p.m. to 7:30 p.m. Cocktails-Ballroom
7:30 p.m. Officers Installation & Banquet
Ballroom

WEDNESDAY - APRIL 13, 1983

9:00 a.m. Breakfast Meeting
1983-84 Directors
Pan American Room



INSTITUTE FOR CIVIL JUSTICE



HELP FOR CLAIMS

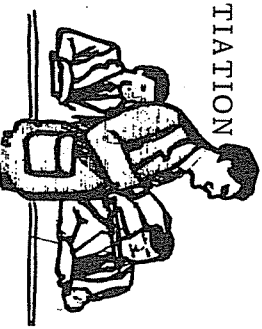
ABOUT OUR SPEAKERS

DR. KIMBERLY P. KIDDOO
Director of Clinical Services
Advanced Human Studies Institute, Inc.
Coral Gables, Florida

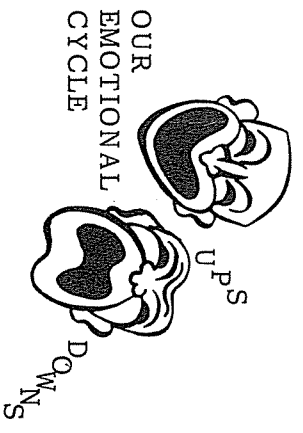
Dr. Kiddoo, a native of St. Louis, received a B.A. in psychology from Stephens College and her Ph.D. in clinical psychology from the University of Missouri. She was a professor at Boston University for five years before moving to San Francisco to engage in independent practice and consultation. While at Boston she taught Psychology to freshmen and Clinical Practice to doctoral students.

Dr. Kiddoo has extensive clinical experience in inpatient, outpatient and hospital settings with individuals, groups and families. She is presently Director of Clinical Services and Professional Education at the Advanced Human Studies Institute in Coral Gables, Florida.

NEGOTIATION



A PRACTICAL APPROACH



OUR
EMOTIONAL
CYCLE

MARK A. PETERSON

Senior Research Scientist
The Rand Corporation
Santa Monica, California

Dr. Peterson holds a B.A. degree (summa cum laude, Phi Beta Kappa) from the University of Minnesota, a J.D. degree (cum laude) from Harvard University and a Ph.D., Social Psychology from U.C.L.A.

From 1969 to 1974 he was engaged in private law practice in Los Angeles specializing in corporate and tax litigation and during the years 1973 to 1975 taught Psychological Analysis of Legal Issues at U.C.L.A. and Trial Tactics at its Law School.

Some of his publications are:

THE CIVIL JURY: TRENDS IN TRIALS
AND VERDICTS
SAN FRANCISCO, CALIFORNIA, 1960-1980

COMPENSATION OF INJURIES:
AN ANALYSIS OF JURY VERDICTS IN
COOK COUNTY, ILLINOIS

DEEP POCKETS, EMPTY POCKETS: DO
JURIES TREAT EVERYONE THE SAME?



EUGENE S. CAVALLUCCI

Attorney at Law
Melbourne, Florida

Mr. Cavallucci is an attorney specializing in Government Contract Law with the Law Firm of NABORS, POTTER, MCCLELLAND, GRIFFITH AND JONES, P.A., in Melbourne, Florida. He has had over six years of experience as a Judge Advocate in the United States Air Force with the last four and a half years devoted almost exclusively to the practice of Government Contract Law.

He is a member of the Florida, Pennsylvania and American Bar Associations, the Public Contract Law and Labor Law Sections of the ABA and is a member of the Cape Canaveral Chapter, National Contract Management Association (NCMA). Presently he is on the adjunct faculty for Management at Florida Institute of Technology where he has designed courses in negotiations and government contract law.

Mr. Cavallucci received his J.D. degree from Dickinson School of Law, Carlisle, Pennsylvania and a Master of Laws degree from George Washington University in Government Procurement Law.

