

SCEA Fall Workshop  
October 18 – 20, 2009  
Williamsburg Lodge  
Williamsburg, VA

**Sunday, October 18**

3:00-5:00 PM Registration

6:00-8:00 PM President's Reception Oval Garden  
If rain (Rockefeller Bldg)

**Monday, October 19**

7:30-9:00 AM Officers and Directors Breakfast Tidewater Rm C

9:00-9:10 AM President's Welcome Tidewater Rm AB

9:10-10:30 AM Steven L. Oesch, Sr. Vice President, Insurer and Government Relations, Insurance Institute for Highway Safety - Discussion of IIHS, Effect of New Federal Standards on Highway Safety and Vehicle Repair Costs  
Crash tests standards

10:30-10:45 AM Break

10:45-12:00 PM Scott Palmer, President, Injury Sciences - Discussion of event data recorders, history, developments  
Reasonable expectations for use, successes, failures, potential future uses and how insurance industry can better prepare

12:00-1:30 PM Lunch

1:30-2:45 PM Dr. David Dietz, Senior Partner – MEDPsych - Dealing with Chronic Pain Injuries, returning chronic injury claimants to productive lives and working. Best possible results?

2:45-3:00 PM Break

3:00-4:00 PM "Legal Trends in the South that could impact Claims/Insurance" –Raymond J. Sinnott III, JD. and Kevin D, Logan, JD. Sinnott, Nuckels & Logan, PC - Impact of new case law and new claims on the Horizon - Discussion of new laws coming out of Washington, new precedent setting cases in the Southeast, privacy and data protection arising from MSP claims, Chinese Dry Wall class actions, etc.

4:00 PM Adjourn

6:00-8:00 PM Reception Colony Rm ABC

**Tuesday, October 20**

7:30-9:00 AM Gen. Membership Mtg & Breakfast - Tidewater Rm CD

9:00-9:05 AM Opening Comments Tidewater Rm AB

9:00-10:00 AM Walter Brock, JD, Young, Moore and Henderson – Preparing  
Company Witness to Testify

Multi million dollar verdicts when company employees are  
not properly prepared to testify

How to prepare them, preventing the “rainmaker” effect.

Why are we losing cases that should be won? etc.

10:00-10:15 AM Break

10:15-11:15 AM Rita Nowak, Vice President, Commercial Lines and Workers  
Compensation , PCI - Discussion of Medicare Secondary Payer  
Act – What does it mean to the industry, How are companies  
preparing for compliance, where are we headed with this?

What legislation will we have to deal with after the second 100  
days of the new administration?

11:15 AM Adjourn