YOUR DISTINGUISHED FACULTY

Brian Cummings, a partner at Neal & Harwell, PLC, in Nashville, has more than 30 years experience representing corporate clients in a broad range of commercial and professional liability matters. Mr. Cummings has been selected by Best Lawyers in America for 2018 by the Tennessee Trial Lawyers’ Association. He has represented clients in numerous complex and high-stakes civil and criminal cases.

Barry Howard is a founding partner of Howard Tate Sowell Johnson, PLLC, in Nashville. Judge Brothers is a member of Glankler Brown, PLLC, in Memphis. Mr. Bomar concentrates his practice in the areas of commercial litigation, health care, medical malpractice, and insurance clients in a wide range of civil litigation.

Chris Tardio is an attorney with Gideon Cooper & Essary PLC, Nashville. Chris Tardio has significant experience defending hospitals, physicians, and other healthcare providers in virtually all kinds of professional negligence cases. He has previously been selected by Best Lawyers in America for 2018 by the Tennessee Trial Lawyers’ Association. He has represented clients in numerous complex and high-stakes civil and criminal cases.

Kevin M. Riehls, a member of the National Trial Lawyers, is an attorney at Waldrop, P.C., in Jackson. Mr. Phillips has significant experience representing clients in a wide range of civil litigation, health care, medical malpractice, and insurance clients in a wide range of civil litigation.

Your presenters are all authorities in the field of healthcare liability and sharing trial experiences. They’ll receive both hard copy and electronic materials. You’ll get up to date on the latest developments in healthcare liability in Tennessee.

Your registration includes the two-day conference, pages of valuable course materials, lunch both days, and insurance clients in a wide range of civil litigation.

10 reasons to attend the 2018 Medical Malpractice Conference:

1. Quality presenters. Your presenters are all authorities in the field of healthcare liability in Tennessee.

2. Judicial Perspective. Davidson County Circuit Judge Tom Brothers will discuss the use of technology in a healthcare liability case.

3. Balances. You’ll gain insights from noted plaintiffs’ and defense attorneys discussing their perspectives.

4. Practical information. You’ll get tips and guidance you can put to use in your practice right away.

5. Dynamic interaction. You’ll be encouraged to ask questions and share specific situations.

6. Timely information. You’ll get up to date on the latest developments in healthcare liability.

7. Useful materials. You’ll receive both hard copy and electronic course materials to take back to the office with you for future reference.

8. Convenient location. The Nashville School of Law is located just off I-65 and I-440, and provides free parking.

9. Internet access. Free wireless will allow you to stay in touch with your office.

10. CLE. You can earn all of your annual CLE credit – 15 hours general and 3 hours of CLE.

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REGISTRATION IS EASY! 

Online: mlesmith.com/TMMC
Phone: 800-727-5257
Email: EventsSales@bibril.com

Get-up-to-date information on the latest and most significant developments affecting your clients and practice. Reserve your seat at the 2018 Medical Malpractice Conference for Tennessee Attorneys. Your registration includes the two-day conference, pages of valuable course materials, lunch both days, morning and afternoon sessions, and up to 15 hours of CLE credit , including 3 hours of DUA.

Guaranteed if you are not completely satisfied, we will refund 100% of your registration fee – no questions asked.

Cancellation Policy

• 10% of the total program fee for a cancellation made 3 weeks prior to the event or before.
• 50% of the total program fee for a cancellation made 3 weeks prior to the event but not before.

• 75% of the total program fee for a cancellation made 3 weeks prior to the event but not before.

10 percent of the total program fee for a cancellation made 3 weeks prior to the event but not before.

FINISH LINE: The 2018 Medical Malpractice Conference for Tennessee Attorneys

This program features Davidson County Circuit Judge Thomas Brothers along with a faculty of leading defense and plaintiffs’ bar experts exploring the very latest developments in healthcare liability and sharing trial experiences.

HIGHLIGHTS:

• Recent healthcare liability appellate court decisions
• Review of case issues
• Choosing and using expert witnesses
• Deposition strategies to help you win at trial
• Voir dire and jury selection strategies
• Using technology in the courtroom
• Ethics in dealing with medical records
• Practical tips for opening and closing statements
• Preventing hospital/physician liability
• Ethics arising during settlement negotiations

When: May 17-18, 2018
Where: Nashville
Get up to date on the hottest issues in Tennessee healthcare liability law.

Key topics include how to prepare for jury selection, how to bring to the surface hard issues, and how to present evidence in a way that avoids common pitfalls.

• Judicial perspective. Get tips from Davidson County Circuit Judge Tom Brothers for a fascinating look at what’s working in courtroom technology and the applications being used to make complex arguments.

WINNING AT TRIAL - A JUDICIAL PERSPECTIVE ON TECHNOLOGY
9:00 A.M. TO 10:15 A.M.

Jury selection.

What’s Working in Jury Selection
10:15 A.M. TO 11:15 A.M.

Once jury selection has begun, you want to use every minute of your allotted time to make your selection decisions count. How can you use it to gain an advantage over your opponent?

TRIAL TIPS & TACTICS FROM A DEFENSE PERSPECTIVE
11:15 A.M. TO 12:15 P.M.

C. Gale Giblin will share tried and true trial tips for defending a medical-malpractice case from start to finish. He will present tips from health care providers in professional negligence matters, peer review matters, and other litigation for 39 years experience in state and federal courts, and has tried nearly 200 cases to conclusion. His expertise represents health care companies, hospitals, and physicians in Tennessee and other states in professional malpractice matters.

DOING BUSINESS IN TENNESSEE - HOW TO WIN IN THE EFFICIENT AND EFFECTIVE USE OF TECHNOLOGY
3:00 P.M. TO 4:00 P.M.

Learn how to tell a compelling story and develop cohesive and memorable themes to inform and persuade your jury, avoiding the trap of too much tech. You’ll learn how to tell a compelling story, communicate with prospective jurors, and spotting those that can make or break your case.

WINNING AT TRIAL - A JUDICIAL PERSPECTIVE ON TECHNOLOGY
11:15 A.M. TO 12:15 P.M.

Lunch 11:15 A.M. TO 12:15 P.M.

CONFERENCE FEES
CONFERENCE FEES
$497 for entire program
$347 for one day only
$247 for materials only
$150 early bird discount until April 6.

LEARN MORE AND REGISTER AT www.mleesmith.com/TMMC

Tennessean Healthcare Liability: Case Update & Best Practices
8:00 A.M. TO 9:00 A.M.

Preventing Hospital/Physician Liability
9:00 A.M. TO 10:00 A.M.

If a patient claims to have suffered as the result of errors in hospital settings, both attorneys representing the patient and those representing the hospital must know where the courts will limit liability and hinder the ability to recover damages. In this session, learn how recently decided Tennessee cases change the approach to take and when institutions are liable.

Litigating Causation Issues in Tennessee Healthcare Liability Cases
9:00 A.M. TO 10:00 A.M.

In a healthcare liability action, the plaintiff has the burden of proving that as a proximate result of a negligent act or omission, they suffered injuries which would not otherwise have occurred. Regardless of if you represent the plaintiff or defendant, you should always evaluate causation on the front end of the case and as the case progresses. Join us for a review of legal causation issues that arise in healthcare liability actions.

PREVENTING HOSPITAL/PHYSICIAN LIABILITY
9:00 A.M. TO 10:00 A.M.

WHAT’S WORKING IN MEDICAL MALPRACTICE MEDITATION 9:45 A.M. TO 10:45 A.M.

Do you have malpractice trials coming up? You can find a list of sample topics and discussion strategies here. What makes these practices work? What really makes them effective? What do you need to accomplish during voir dire and how can you use it to gain an advantage over your opponent?

WHAT’S WORKING IN MEDICAL MALPRACTICE MEDITATION
9:45 A.M. TO 10:45 A.M.

WHAT THEMATIC NARRATIVE SHOULD YOU INTRODUCE, AND HOW? WHAT TONE SHOULD YOU STRIKE IN YOUR OPENING STATEMENT?

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Attending this two-day satisfaction guaranteed event and enhancing your professional self while gaining valuable CLE credit, 12 hours of general CLE and 3 hours of DUAL CLE will get you up to date on the most effective ways to present your case.

- **Judicial perspective.** Get tips from Davidson County Circuit Court Judge Tom Brothers on the most effective ways to present your case.
- **Medical records.** Learn how to use medical records to your advantage in making a powerful presentation at trial.
- **Top tips.** Get the latest on proving or attacking causation, effective use of technology, and how to have a successful mediation.
- **Deposition strategy.** Get tips on depposing the plaintiff, the defense, and expert witnesses.
- **Case law review.** Set up to date on the latest appellate court decisions on healthcare liability.
- **Settlement negotiations.** Get tips on how to avoid the critical deadlocks that may arise during settlement negotiations.
- **Ethics.** Learn how to address ethical issues that arise with HIPAA rules, and issues involving the confidentiality of medical records.

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**Agenda**

**Tennessee Healthcare Liability: Case Update and Trial Tips**

**Friday, May 18**

**Defensive Weapons: Keys to Repping a Medical-Malpractice Case on the Front Line**

Succinctly defending a malpractice charge in Tennessee requires a mix of legal, technical, and communication skills — and all it starts long before the case comes to trial. Get the latest on claim investigation, causation defenses, summary judgment, depositions, tactics, using medical records and defending your evidence.

**Trial Tips & Tactics from a Defense Perspective**

C. Gilchrist will share tried and true tips for defending a medical malpractice case from start to finish. He will present teaching cases that bring to life the legal principles, state and federal courts, and has tried nearly 200 cases to conclusion. His experience represents health care companies, hospitals, and physicians in Tennessee and other states in professional liability matters.

**Preventing Hospital/Physician Liability**

In this session, learn how recently decided Tennessee cases will limit liability and hinder the ability to recover damages. What’s Working in Medical Malpractice Claim in Tennessee will address the controversy involving the confidentiality of medical records.

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**Friday, May 17**

**Litigating Causation Issues in Tennessee Healthcare Liability Cases**

In a healthcare liability action, the plaintiff has the burden of proving by a preponderance of the evidence that the defendants were negligent, and that their negligence in fact caused, proximately caused, or substantially contributed to the plaintiff's injuries. We will discuss the evidence presented at trial that can be used to support or counter the plaintiff's evidence. We will also discuss the role of causation in medical malpractice cases.

**Convincing Story: Combining Proof and Argument to Create a Winning Argument**

We’ll cover how to share themes, stories, and mesmerizing items at trial to inform and persuade your jury, avoiding the antiseptic, repetitive, and boring opening statements. We will cover how to make your argument stick, how to avoid the common mistakes that can make or break your case.

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**CONFERENCE FEES**

- **CLE CREDIT**
  - 12 hours of general and 3 hours of DUAL
- **CONFERENCE FEES**
  - $495 for entire program
  - $50 off for additional attendees from same firm
  - $550 for one day only
  - $320 for materials only
  - $150 early bird discount until April 6.

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**Registration begins at 7:30 a.m. The conference begins at 8:00 a.m. and concludes at 5:00 p.m.**

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**www.mleesmith.com/TMMC**

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**WHEN AND WHERE**

Thursday and Friday, May 17-18, 2018

Nashville School of Law

403-A Ramsey Dk., Nashville

• Convenient to 1-65 and 1-440
• Free Parking and Free WiFi

For directions, visit www.mleesmith.com/TMMC
Thursday, May 17

10:00 A.M. TO 10:15 A.M.

MORNING BREAK 10:00 A.M. TO 10:15 A.M.


11:15 A.M. TO 12:15 P.M.

LUNCH 11:15 A.M. TO 12:15 P.M. (INCLUDED WITH REGISTRATION)

12:15 P.M. TO 1:15 P.M.

Voir Dire and the Art of Asking the Right Questions
9:00 A.M. TO 10:30 A.M.

After voir dire selection has begun, you want to use every minute of your time advantage. Using proven methods for communicating with prospective jurors and spotting those characteristics that can make or break your case.

CLE CREDIT: Ethics During Depositions When Dealing with Depositional Sprints
4:00 P.M. TO 5:00 P.M.

Depositions in cases of medical malpractice can become heated very easily and fostering a professional atmosphere can be challenging. Early CLEs call for effective techniques for keeping everything on an even keel in the face of passionate litigants.

WHAT'S INCLUDED

• Convenient to 1-65 and 1-440

CONFERENCE FEES

$497 for entire program
($70 off for additional attendees from same firm)
$49 for one day only
$40 for materials only
$10 early bird discount until April 6.

Learn more and register at www.mleesmith.com/TMMC
### REGISTRATION IS EASY!

**Web:** MLEESMITH.COM/TMMC  
**Phone:** 800-727-5257  
**Email:** Eventsalesalbr@com