

# NJICLE Webinars

Register for:

**Drafting Demand Letters: What Every Personal Injury Attorney & Insurance Law Attorney Should Know AND Civil Reservation of Rights: Application of Maida v. Kuskin in Personal Injury Actions** for just \$150!

## Drafting Effective Demand Letters: What Every Personal Injury Attorney and Insurance Law Attorney Should Know - A Webinar

Earn up to  
**2**  
CLE CREDIT(s)

### PARTICIPATE FROM ANY LOCATION

Wed., Aug. 17, 2016 - 12 p.m. to 1:40 p.m.  
Online Only

Featuring: **Jonathan H. Lomurro, Esq., LLM; Denise M. Luckenbach, Esq.; Julia Talarick, Esq.**

Demand letters are a valuable tool in a litigator's arsenal. By using a demand letter, an attorney can avoid expending the time and money involved in going to trial, and instead, settle a case. It is important to understand in what situations a demand letter is appropriate, what a demand letter should say, and when to send them. This program features an experienced personal injury litigator along with an insurance defense litigator and an insurance law specialist who will introduce the topic to you, discuss sample demand letters and demand videos, plus offer insight into how insurers respond to excess demands, and more.

### Learn what you need to know about demand letters and how they can help you in your practice, including:

- What a demand letter is
- Drafting concerns/what a demand letter should say/use of demand videos
- When to send
- Insurance issues:
  - *Rova Farms*
  - Insured has excess coverage
  - Insured sends a "me too" letter to the insurer and advises it will assign its rights
- Perspective of a personal injury attorney
- Tips from the Insurance lawyer  
...and much more!

### What is a Webinar?

A webinar is a highly convenient way to attend a live program online, without leaving your home or office.

#### You can:

- Log on from any location, as long as you have phone and web access
- Earn CLE credit while you eat your lunch
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**PA CLE:** 1.5 substantive credits pending (\$8 fee – separate check payable to NJICLE must be submitted at the end of the program)

**NY CLE (Non-transitional):** 2.0 professional practice credits

## Civil Reservation of Rights:

### Application of *Maida v. Kuskin* in Personal Injury Actions - A Webinar

Earn up to  
**2**  
CLE CREDIT(s)

### PARTICIPATE FROM ANY LOCATION

Tues., Aug. 30, 2016 - 12 p.m. to 1:40 p.m.  
Online Only

Featuring: **Hon. Harry D. Norton, Jr., JMC; Emily A. Kaller, Esq.; Francisco J. Rodriguez, Esq.; Aldo J. Russo, Esq.**

***A civil reservation is a municipal court practice that permits a municipal court judge to order that a guilty plea not be used as evidence in any related civil proceeding. (Maida v. Kuskin, 221 N.J. 112 (2015))***

Pleading guilty to a municipal court offense creates a presumption of negligence that may be used in a subsequent civil action. By way of example, if a client is involved in a car accident and pleads guilty in municipal court to a downgraded violation, such as Careless Driving, that plea might be able to be used as an admission of negligence in a personal injury action. However, if the client enters the plea in municipal court and requests a civil reservation of rights, that client is offered certain protections. Entering a civil reservation of rights is a shield that every attorney should be familiar with to safeguard a client.

At this timely webinar, our panel will discuss what civil reservation of rights is, the importance of correctly entering the reservation of rights, and its impact on a later personal injury action.

### Topics to be addressed include:

- Requirements for entering a valid reservation of rights
- Right to object to the entry of a civil reservation
- The value of a reservation of rights and its impact on a later law suit  
...and much more!

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**Trial Attorney Certification:** 2.0 civil trial credits pending

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**NY CLE (Non-transitional):** 2.0 professional practice credits

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## Seminar Information:

### Drafting Effective Demand Letters: What Every Personal Injury Attorney and Insurance Law Attorney Should Know - A Webinar

Wed., Aug. 17, 2016 - 12 p.m. to 1:40 p.m.  
(Seminar No. WCIV001916)

**Tuition:** Seminar tuition includes downloadable seminar materials.

General Tuition \$100

### Civil Reservation of Rights: Application of *Maida v. Kuskin* in Personal Injury Actions - A Webinar

Tues., Aug. 30, 2016 - 12 p.m. to 1:40 p.m.  
(Seminar No. WCIV001516)  
Online Only

**Tuition:** Seminar tuition includes downloadable seminar materials.

General Tuition \$100

#### Register for both webinars and save!

- Drafting Demand Letters: What Every Personal Injury Attorney & Insurance Law Attorney Should Know - A Webinar** (WCIV001916) on August 17<sup>th</sup> **AND** **Civil Reservation of Rights: Application of Maida v. Kuskin in Personal Injury Actions - A Webinar** on August 30<sup>th</sup> for just \$150!

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