



APRIL 2-3, 2009
TRADEWINDS ISLAND RESORT
ST. PETE BEACH, FLORIDA

Subrogation Litigation: SKILLS & MANAGEMENT CONFERENCE



NASP 2009 SUBROGATION LITIGATION: SKILLS AND MANAGEMENT CONFERENCE



We are pleased to invite you to attend the newly-named 2009 NASP Subrogation Litigation: Skills and Management Conference that will be held April 2-3, 2009, at the Tradewinds Island Resort in St. Pete Beach, Florida. We look forward to sharing this educational and networking opportunity with you!

As in the past, this Conference is designed to provide subrogation attorneys, in-house counsel, and insurance adjusters and managers who are involved in the litigation process, with an opportunity to attend sessions designed to provide practical advice, strategy and up-to-date information on litigation tactics, skills and management of litigated subrogation claims.

This year's Conference will offer educational programming in the following four tracks: Auto, Health, Property and Workers' Compensation. Highlights from this year's agenda include a mediation workshop tailored to the Property and Workers' Compensation tracks, a live arbitration of an auto claim and an open forum to discuss hot topics in Healthcare subrogation.

We are pleased to welcome to this year's Conference as our keynote speakers, a dynamic duo of professional actors from Culver City, California. Alan Blumenfield and Katherine James from ACT of Communication will teach us the "Art of Storytelling," by incorporating common subrogation nightmares from the courtroom into an interactive workshop.

This year's venue is different from the bright lights / big city atmosphere that Las Vegas has offered us in the past. Instead, the Tradewinds Island Resort is a perfect spring break location that your whole family can enjoy.

Come one, come all! Join us in St. Pete Beach for the nation's premiere Subrogation Litigation Conference. You will not be disappointed.

We look forward to seeing you there!

Sincerely,

Joseph M. Nemo, Conference Chair
Arthur, Chapman, Smetak, Kettering & Pikala, P.A.

Nicole M. Kustermann, Conference Chair
Yost & Baill, LLP



A LITTLE ABOUT THE CONFERENCE TRACKS...

PROPERTY TRACK

Whether you work on the management or legal side of subrogation, the Property Track sessions at this year's Litigation Skills & Management Conference will provide you with insight and tools for bringing these cases to a favorable resolution. Centered on a single case fact pattern, we will develop techniques for favorable lien resolution through arbitration, mediation, and trial. In Session 1, you will learn how to effectively develop and advance a case theme. You will also have an opportunity to critique actual themes presented by speakers and contribute to the formation of a live opening and closing statement. In Sessions 2 and 3, you will participate in a live mediation proceeding. With your very own "coach" you will learn the techniques that best contribute to case resolution in mediation and those that don't, all while you work to settle your case. In Session 4, a representative from Arbitration Forums and an attorney who regularly files cases in that forum will join in a discussion of pitfalls commonly seen in Petitions submitted to Arbitration Forums on behalf of subrogees. Finally, in Session 5, we will prepare our case for presentation to a jury and will address the important role that jury focus groups can play in formulating the best strategy for presenting your case to a jury.

AUTO TRACK

The Auto Track is assigning you a new file for litigation. At first glance, your file appears like the average subrogation claim. However, these track sessions will take the file from start to finish providing a forum for all auto subrogation professionals to discuss hot topics and issues that are prevalent from coast to coast. Session 1 is a panel discussion regarding the Do's and Don'ts of Handling the Insured's Out of Pocket Claims and the Made Whole Doctrine from perspectives of the subrogation manager, attorney and collection company representative. The file moves forward in the next session when Plaintiff's subrogation counsel is hit with a Motion for Summary Judgment on the Graves Amendment. The Motion will be argued by both sides and ruled upon at the completion of the session. The litigation continues to the discovery stage and you will take part in the deposition of an insurance adjuster who handles the tough issues relating to significant damage issues. The Court then orders the case to judicial arbitration. You will render an arbitration award after hearing live testimony. Finally, attend a panel discussion on Arbitration Forums that will include a representative of Arbitration Forums as well as an attorney that files many cases in this forum to discuss how to properly prepare your case for best results including what to file; when to appear or not appear; whether an award can be appealed and how to enforce an award.

HEALTH TRACK

The Health Care Track will hold an "Open Forum" to discuss a wide variety of issues that professionals in the health care subrogation industry face every day. Each session will tackle issues in five distinct categories. The sessions will discuss client relation & contracts, Plan document issues, stop loss dilemmas, various litigation scenarios, and disaster relief situations. Attendees should come prepared to share compelling issues and propose creative solutions.

WORKERS' COMPENSATION TRACK

At this year's Litigation Skills & Management Conference, the Workers' Compensation Track will provide you with strategies for maximizing recovery, as you navigate through the process of resolving your lien in a dynamic single case fact pattern we have designed for the Conference. In Session 1, you will learn how to effectively gather and present evidence and expert opinions to ensure the full amount of your damages are recovered at mediation or trial. As your case moves forward in Sessions 2 and 3, you will participate in a live mediation proceeding. With your very own "coach", you will learn the techniques that best contribute to case resolution in mediation and those that do not. In Session 4, we will discuss strategies for overcoming some of the unique barriers to settlements in workers' compensation subrogation cases, including future credit issues and Medicare Set-Asides. Finally, in Session 5, you will be able to join a panel discussion concerning effective procedures and techniques that can be utilized to maximize recovery in post-settlement or post-trial hearings over lien rights. Whether you work on the management or legal side of the subrogation industry, the Workers' Compensation Subrogation Track at this year's Conference will provide you with tools and strategies necessary to maximize your recovery potential.

DETAILED DESCRIPTIONS OF ALL SESSIONS OFFERED AT THIS CONFERENCE ARE INCLUDED IN THE BROCHURE. SIGN UP EARLY AND GET READY FOR A LEARNING EXPERIENCE UNLIKE ANY OTHER OFFERED TO SUBROGATION LITIGATION PROFESSIONALS.

2009 CONFERENCE AGENDA



THURSDAY, APRIL 2, 2009

12:00 PM EXHIBIT HALL OPENS

12:00 PM – 1:30 PM LUNCH WITH THE EXHIBITORS

1:30 PM – 3:30 PM OPENING REMARKS & GENERAL SESSION

Keynote Speaker

“ACT of Communication”

ACT of Communication is a full-service trial consulting firm based in Culver City, California. Its founding partners, Alan Blumenfeld and Katherine James are members of the American Society of Trial Consultants. Katherine sits on the Board of Directors of ASTC and is on the Standards and Practices Committee.



Katherine and Alan are professional actors who appear regularly in film, TV and theatre throughout the world. They have become expert legal consultants through careful study of human behavior - how people learn, how jurors learn and how they deliberate. Katherine and Alan apply the skills of actors, writers and directors to the specific needs of attorneys to help them, and their witnesses, be more effective communicators in and out of the courtroom. Katherine and Alan will focus their presentation on the art of storytelling, carefully incorporating common subrogation nightmares into an entertaining and educational experience.

More than 30,000 attorneys have trained in workshops conducted by ACT of Communications. They consistently garner rave reviews - with audiences eagerly wanting encores.

Don't miss out on the professional development or the fun!

3:30 PM – 4:00 PM REFRESHMENT BREAK WITH THE EXHIBITORS

4:00 PM – 5:15 PM CONCURRENT SESSIONS

Applying The Case Theory Method At Trial (Property Track)

Our case kicks off with a session focusing on developing and advancing a case theme and theory under the facts presented. Join a lively discussion among subrogation attorneys and claims professionals as you are given the opportunity to critique the themes presented by the speakers and offer input which will form the basis of the live opening and closing statements performed.

A Panel Discussion: The Do's And Don'ts Of Handling The Insured's Out Of Pocket Claims And The Made Whole Doctrine (Auto Track)

This session will focus on the intricacies involved in handling the insured's out of pocket losses and how to prorate settlements between the insurance company and the insured. The panel will consist of subrogation managers, attorneys and collection company representatives that will discuss the guidelines they employ when entering into settlements with other carriers / defendants. The panel will explore recent case law that may limit the insurance company's right of reimbursement and how the Made Whole Doctrine may affect recovery.

Client Relation And Contract Issues (Health Track)

Attorneys and professionals who handle health care subrogation routinely deal with unique relationships and contractual issues with their clients. Session 1 will discuss the complexities involved in the TPA, Plan and subrogation vendor relationship. Issues include:

- What to do when the Plan transfers from one TPA to another
- To what degree does the subrogation vendor obey a client's wishes
- How to deal with administrators that process claims inconsistently



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Establishing Medical Causation And Damages In A Personal Injury Action (Workers' Comp)

In this session, we will discuss how to effectively gather evidence and expert opinions to prove injury causation and damages in a workers' compensation subrogation case. The session will focus on a case study in which the doctor's report on medical causation and disability is more than adequate to establish a work-related injury in the workers' compensation setting, but is not necessarily strong enough to withstand a Daubert challenge. We will examine a specific damages scenario that will also later be incorporated into our mediation workshop, as we address effective procurement and utilization of expert opinions to establish injury causation.

5:15 PM – 7:00 PM WELCOME RECEPTION WITH THE EXHIBITORS

Come and learn about products and services available to subrogation litigation professionals.

FRIDAY, APRIL 3, 2009

7:30 AM – 8:30 AM BREAKFAST IN THE EXHIBIT HALL

8:30 AM – 9:45 AM CONCURRENT SESSIONS

Motion For Summary Judgment: The Graves Amendment (Auto Track)

The presenters will offer a limited Motion for Summary Judgment filed by ACME Rental Car based on the Graves Amendment that limits the vicarious liability of rental car companies. Plaintiff subro attorney will file and argue opposition thereto. The opposition will deal with the misinterpretation of the Graves Amendment that limits the preemptive reach of the statute and preserves certain vicarious liability provisions under various state statutory and common law. Second, they will argue that the Graves Amendment is unconstitutional. A Judge will make its ruling on the motion.

Plan Document Issues (Health Track)

There are various complexities involving Plan document drafting, review, revision and analysis. Session 2 will cover many topics including:

- First party recovery
- Excess insurance policies
- COB provisions
- Proof of ERISA
- The use of offset provisions
- PPO network involvement
- Claim carve outs

Mediation, Part I (Property Track / Workers' Comp Track)

Mediations are no longer "just for attorneys." Claims management and adjusters also play an important role in the mediation process. Whether you are involved in management or are an attorney, join us as we follow our case to an actual mediation proceeding that will span two sessions in our Litigation Skills and Management Conference. In a small group setting, you will have an opportunity to participate in the mediation as a plaintiff or defendant and will be given the assistance of a mediation coach, who will guide you through the process as you attempt to resolve your case. Upon completion of the mediation, you and the other members of your small group will meet with all groups and mediators participating in the mediation workshop, where you will compare and contrast strategies, results, styles, and outcomes of individual plaintiffs, defendants, and mediators. Regardless of your background or expertise, this mediation workshop will provide you with insightful information, skills, and first-hand experience in resolving an actual case.

2009 CONFERENCE AGENDA



9:45 AM – 10:15 AM REFRESHMENT BREAK WITH THE EXHIBITORS

10:15 AM – 11:30 AM CONCURRENT SESSIONS

Depositions For Insurance Professionals And The Use Of Subpoenas In The Litigation Process (Auto Track)

This session will include a live deposition taken of an insurance adjuster coupled with a power point presentation showing how counsel and adjuster should prepare for deposition. The session will include the recommended procedure in reviewing the claim file, the privilege issues and how counsel and adjuster should handle significant damage issues.

Stop Loss Issues (Health Track)

There are numerous issues concerning the involvement of stop loss insurance when handling health care subrogation cases. Session 3 will cover:

- How to handle recoveries when the claims hit the aggregating specific portion of a stop loss policy
- Ways to handle the relationship when more than one subrogation vendor is involved
- How fees should be handled
- Potential conflicts of interest

Mediation, Part II (Property Track / Workers' Comp Track)

Mediations are no longer “just for attorneys.” Claims management and adjusters also play an important role in the mediation process. Whether you are involved in management or are an attorney, join us as we follow our case to an actual mediation proceeding that will span two sessions in our Litigation Skills and Management Conference. In a small group setting, you will have an opportunity to participate in the mediation as a plaintiff or defendant and will be given the assistance of a mediation coach, who will guide you through the process as you attempt to resolve your case. Upon completion of the mediation, you and the other members of your small group will meet with all groups and mediators participating in the mediation workshop, where you will compare and contrast strategies, results, styles, and outcomes of individual plaintiffs, defendants, and mediators. Regardless of your background or expertise, this mediation workshop will provide you with insightful information, skills, and first-hand experience in resolving an actual case.

11:30 AM – 1:00 PM LUNCH WITH THE EXHIBITORS

1:00 PM – 2:15 PM CONCURRENT SESSIONS

Presenting Your Case To Arbitration Forums; Avoiding Common Pitfalls (Property Track)

Our case continues with an insightful discussion on how to present a property subrogation case to Arbitration Forums in a manner which maximizes your recovery potential. All too often, subrogators fail to advance the contentions and present the evidence necessary to obtain a favorable ruling. A representative from Arbitration Forums and an attorney who regularly files cases in that forum, will join in a discussion of pitfalls commonly seen in Petitions submitted to Arbitration Forums on behalf of subrogees. This is a must see presentation for subrogators who file arbitration petitions.

Court Ordered Arbitration: Preparing Your Case For Arbitration Before Trial (Auto Track)

This session will include the arbitration of the automobile subrogation claim. It will include testimony from the insured, the Defendant and an independent witness. There will be an interactive discussion of the issues relating to the use of police reports at arbitration/trial; how to handle an uncooperative insured; difficulty in locating witnesses; bias of a witness; the use of declarations/affidavits and/or expert reports at the time of arbitration and/or trial; and the expense of arbitration versus trial.

Litigation Issues (Health Track)

Session 4 discusses many litigation issues faced by health care subrogation attorneys and professionals. Topics will include:

- What to do when the Plan is named as an involuntary plaintiff or defendant in action
- How to handle health care liens in minor's compromise, wrongful death, medical malpractice, and workers' compensation cases



2009 CONFERENCE AGENDA

1:00 PM - 2:15 PM

Strategies for Overcoming Settlement Barriers in Workers Compensation Subrogation (Workers' Comp Track)

This session will focus upon unique barriers to settlement that arise in workers' compensation subrogation cases and that can sometimes prevent a case from being resolved at mediation, including future credits and Medicare Set-Aside issues. Working from the same case scenario that was employed at the mediation workshop, a panel of experienced subrogation professionals will discuss techniques that they employ to anticipate and work through these issues in order to move a case to settlement.

2:15 PM – 2:45 PM **REFRESHMENT BREAK WITH THE EXHIBITORS**

2:45 PM – 4:00 PM **CONCURRENT SESSIONS**

Focusing Your Case For Trial - A Symposium On Effective Use Of "Unconventional" Jury Focus Groups In Lower Dollar Property Subrogation Matters (Property Track)

Continue to follow our case as the attorneys prepare to present the case to a jury. Jury focus groups are common in larger-dollar subrogation actions, but all too often dismissed in smaller cases as too costly. Counsel will discuss means and methods for conducting unconventional and cost-effective focus groups, and you will witness an actual focus group session considering the facts involved in our case. A group discussion will follow on how best to present the case to the jury based on the feed-back received.

Arbitration Forums For Lawyers (Auto Track)

This panel discussion will include a representative from Arbitration Forums, Inc., and an attorney that regularly files cases in that forum. It will provide a perspective on how to file and handle such cases for your clients, deadline filing requirements; what evidence to include and how to properly prepare your case for best results; when to request a panel of 1 or 3; when to appear or not appear; whether an award can be appealed and how to enforce an award.

Disaster Relief, Round Table Discussion & Wrap Up (Health Track)

This session will cover disaster relief initiatives such as bankruptcy proceedings and what to do with settlement funds that are distributed prior to the subrogation professional's involvement. In addition, the session will be used to wrap up and discuss any and all topics that were not covered in previous sessions as well as any new ideas, issues, and strategies developed during the previous sessions.

Litigating The Post-Settlement Battle For The Lien (Workers' Comp Track)

This session will consist of a panel of attorneys from different states who will discuss procedures and effective arguments and techniques that they use to fight for their recovery in the context of a post-settlement or post-trial hearing to resolve a dispute over how to split a recovery. At least one of the attorneys will be from a "made whole" state, such as North Carolina, where such hearings are specifically called for by statute.

4:00 PM – 5:00 PM **PRESIDENT'S RECEPTION IN THE EXHIBIT HALL**

2009 CONFERENCE AGENDA



CANCELLATION POLICY

Written cancellation postmarked or faxed on or before February 18, 2009 will receive a refund of all fees, less a \$150.00 cancellation fee. Due to hotel and staffing commitments, all cancellations after February 18, 2009 and all no-shows are not eligible for a refund. Substitute an attendee at any time by notifying the NASP office in writing prior to the conference or in writing during on-site registration.

CONFERENCE REGISTRATION

Become a member and receive a reduced rate for this Conference. Membership information is available on the NASP website at www.subrogation.org.

CONFERENCE REGISTRATION FEES:

On or Before February 18, 2009

Members \$545.00 Non Members \$655.00

After February 18, 2009

Members \$600.00 Non Members \$710.00

ADDITIONAL FEES:

CONTINUING LEGAL EDUCATION (CLE) CREDITS

Additional Fee: \$100.00

NASP will be applying for CLE Credits for this Conference. An "Official Record of Attendance" form will be provided during registration to all individuals wishing to receive CLE credits. The form must be returned to the NASP office no later than April 15, 2009 for official filing. Additional fees may apply if the deadline is not met.

CONTINUING EDUCATION (CE) CREDITS FOR ADJUSTERS

Additional Fee: \$50.00

NASP will be applying for CE Credits for this Conference. All individuals seeking CE credits must pick up a CE Attendance Form at registration and have their forms available at the beginning and end of each session for sign in and sign out signatures. All forms must be returned to the NASP registration desk at the end of the conference for official filing.

CONFERENCE GUEST REGISTRATION \$110.00

Thursday Evening Reception Only - Conference Guest Registration is available only to spouses and personal guests of conference registrants. This fee includes admittance to the Thursday Evening Reception ONLY. Conference Guest Registration does NOT allow guests access to the educational sessions or the exhibit hall during the daytime hours. Conference Guest Registrations must be accompanied by a full conference registration.

RECOMMENDED ATTIRE

Business casual for all events.

PREREGISTRATION LIST

Upon checking in at the Conference, all attendees will be provided with a list of individuals registered for the conference. This list will provide ONLY the name of the attendee, company, city and state. To be included on the Preregistration List, your registration must be received no later than March 2, 2009.



REGISTRATION INFORMATION

SPONSORS

Put your company name and information in front of the decision-makers by becoming a conference sponsor. Studies prove that attorneys provide the names of expert witnesses in 44% of cases. Can you afford to miss this opportunity to showcase your services and/or products to this important group of purchasers? See page 11 for additional information.

EXHIBITORS

No firm or organization not assigned exhibit space will be permitted to display products, distribute circulars or promotional material, or solicit business in the show area or in any public area of Tradewinds Island Resort during the Conference. Persons who violate this rule will be asked to leave the Conference and will be banned from future NASP events with no refund. Please report violations to the Board of Directors, Conference Chair or any NASP staff member.

HOTEL INFORMATION

Tradewinds Island Resort
5500 Gulf Boulevard
St. Pete Beach, FL 33706

Reservations at Tradewinds Island Resort

Call (727) 367 – 6461 and ask for the National Association of Subrogation Professionals (NASP) block of rooms. You must identify that you are with our conference to ensure you receive the special NASP room rate.

Rates

Tuesday through Saturday: \$193

Rooms are based on single or double occupancy, per night. Children under 18 are complimentary when sharing a room. Each additional person 18 years of age and older will be charged an additional fee of \$15.00 per room, per night.

SPONSOR INFORMATION



Consider becoming a Sponsor of the NASP 2009 Subrogation Litigation: Skills and Management Conference.

BENEFITS OF SPONSORSHIP

- Signage at the Conference
- Acknowledgement in the NASP Subrogator Magazine
- Acknowledgment on the NASP website
- Receive a color ad in the conference syllabus (see below)
- Ribbons at the Conference identifying you as a sponsor

SPONSORSHIP LEVELS

Bronze Sponsor | \$2,500 (1/4 page, color ad)

Silver Sponsor | \$5,000 (1/2 page, color ad)

Gold Sponsor | \$7,500 (2/3 page, color ad)

Platinum Sponsor | \$10,000 (full page, color ad)

Advertisement requirements and deadlines will be forwarded to you upon receipt of your

Sponsor Application. Sponsor form and payment must be received by February 18, 2009 to ensure that ads will be included in the conference syllabus.

See the Sponsor Application on page 16.



EXHIBITING AT THE SUBROGATION LITIGATION: SKILLS AND MANAGEMENT CONFERENCE

DID YOU KNOW?

44% of insurance companies rely on attorney recommendations for expert witnesses. (NASP 2006 Property Benchmarking Study)

The NASP Subrogation Litigation Skills Conference is the place to meet subrogation litigation professionals.

WHO WILL BE IN ATTENDANCE?

- Subrogation Attorneys
- In House Counsel who try cases or oversee litigation
- Insurance company staff involved in supervising litigation files
- Outsource company professionals who are involved in the litigation process
- Vendors interested in networking with subrogation litigation professionals
- Insurance company representatives and attorneys interested in learning more about the subrogation process

YOUR EXHIBIT INVESTMENT INCLUDES:

- Pre-show and post-show Attendee Mailing List for you to promote your business before and after the event
- Company listing in the exhibitor directory on the NASP website prior to the Conference
- Access to all educational sessions
- One exhibit personnel
- Recognition in the Subrogator Magazine
- Fully carpeted, 10' x 10' exhibit booth. 8' high draped back wall and 3' high draped side rails. One draped table, two side chairs, one wastebasket and one company identification sign
- Professional floor management and daily security in the exhibit hall

TENTATIVE EXHIBIT HALL SCHEDULE:

Thursday, April 2, 2009

Exhibitor Installation: 9:00 AM – 12:00 PM

Exhibit Hall Opens: 12:00 PM

Lunch: 12:00 PM – 1:30 PM

Refreshment Break: 3:30 PM – 4:00 PM

Evening Reception: 5:15 PM – 7:00 PM

Friday, April 3, 2009

Breakfast: 7:30 AM – 8:30 AM

Refreshment Break: 9:45 AM – 10:15 AM

Lunch: 11:30 AM – 1:00 PM

Refreshment Break: 2:15 PM – 2:45 PM

Exhibitor Dismantle: 5:00 PM – 8:00 PM

EXHIBIT RATES:

Members – \$1,045

Non Members – \$1,430*

*Per one 10-foot by 10-foot booth space. Includes one exhibit personnel registration.

ADDITIONAL BOOTH PERSONNEL:

\$545 each and includes a full conference registration.

EXHIBIT RULES AND REGULATIONS



BOOTH ASSIGNMENTS

Booths are assigned on a first-come, first-serve basis. Exhibitors will be informed of their location by February 18, 2009. Full payment of the booth fee is required upon submission of the contract to the NASP office. This must be done prior to any booth assignment being completed.

BOOTH DÉCOR

Individual booth spaces are 10 feet by 10 feet. Each exhibit space will consist of an 8' high draped back wall and 3' high draped side rails, one draped table, two chairs, one wastebasket and one company identification sign. The Exhibit Hall is fully carpeted. Information on additional carpeting and furnishings will be included in the Exhibit Services Kit.

OFFICIAL SHOW CONTRACTOR

Exhibitors must use the Official Show Contractor for drayage and rigging, furniture rental, labor and custom cleaning. Due to space and shipping dock limitations, please do not send your exhibit materials directly to the hotel. An Exhibit Services Kit will be provided to you after receipt of your Exhibit Registration Contract and payment. Representatives will be available during setup, throughout the conference and during removal to assist you.

SETUP & REMOVAL

The exhibit area at Tradewinds Island Resort will be available for setup on Thursday, April 2, 2009 from 9:00 AM - 12:00 PM. Please have ALL company representatives check in individually at the NASP registration desk to receive their registration packet and badge. The NASP registration desk will be open at 9:00 AM on Thursday, April 2, 2009. Exhibits must be fully installed no later than 12:00 PM on Thursday, April 2, 2009. Exhibitors who do not complete setup of their booth before the beginning of the Show automatically forfeit the exhibit space unless previous arrangements have been made with the NASP office and approved by the Conference Chairs. The disposition of the booth will be entirely at the discretion of NASP. NO refunds will be granted, nor will previous payments be credited to any future event or other purpose. Please note: For security reasons name badges must be worn at all times during the NASP Conference. Dismantling and repacking of exhibits is scheduled from 5:00 PM - 8:00 PM on Friday, April 3, 2009. Exhibitors are not allowed to dismantle their booths prior to these times. Any exhibitor who does not adhere to the stated dismantle times will automatically forfeit 25 priority points towards future events. Additional details on setup and dismantling will be included in the exhibitor information provided in the Exhibit Services Kit.

USE OF SPACE

NASP enforces the IAEM Guidelines for Display Rules and Regulations, 2005 Update. These guidelines have been adopted by NASP to ensure consistent and fair exhibiting standards for our event. By signing the Exhibit Registration Contract you are agreeing to abide by the IAEM guidelines, NASP's rules and any rules outlined in the Exhibit Services Kit. A copy of the IAEM Guidelines for Display Rules and Regulations will be sent to you upon receipt of your exhibit contract. A single exhibit booth may be occupied by only one company and must be occupied by the same company for the duration of the show. No firm or organization not assigned exhibit space will be permitted to display products, distribute circulars or promotional material, or solicit business in the show area or in any public area of the Tradewinds Island Resort during the conference. Persons who violate this rule will be asked to leave the conference and will be banned from future NASP events with no refund.

SPECIAL, OVERSIZED OR NOISEMAKING DISPLAY COMPONENTS

Any display that exceeds normal display regulations must be approved in writing prior to the Show. Permission must also be granted and arrangements made for any oversized display, which may require early setup. Displays that do not conform to specifications herein and have not been approved by NASP prior to the Show will not be accepted. Exhibitors needing approval for special setup arrangements must contact Molly Kendall at NASP at 800.574.9961 or 952.835.8700 at least 30 days in advance of the Show. Upon approval, exhibitors will be directed to the appropriate person to arrange an early setup time.

BOOTH OPERATIONS

Exhibits which include the operation of radios, talking motion picture/video equipment, public address systems or any other noise-generating devices must be conducted or arranged so that the resulting noise will not disturb adjacent exhibitors. Operators of noise-generating exhibits must secure approval of operating methods and outputs prior to the exhibits opening. Distribution of circulars or promotional materials may be made only within the booth assigned to the exhibitor presenting such material. A company or organization not assigned exhibit space will not be permitted to solicit business within the exhibit area or in any public space in the Tradewinds Island Resort. Storage crates, boxes or other extraneous materials may not be stored in the exhibit area during the Show. Arrangements must be made with the Official Show Contractor for pickup, storage and return at regular drayage rates. Exhibitors shall be fully responsible to pay for any and all damages to property owned by Tradewinds Island Resort, its owners or managers, which result from any act or omission of Exhibitor. Exhibitor agrees to defend, indemnify and



EXHIBIT RULES AND REGULATIONS

hold harmless, Tradewinds Island Resort, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from Exhibitor's use of the property. Exhibitor's liability shall include all losses, costs, damages or expenses arising from, out of, or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitors, its agents, employees and business invitees, which arise from or out of the Exhibitor's occupancy and use of the exhibition premises, the Hotel or any part thereof. NASP reserves the right to restrict exhibits which, because of noise, method of operation, materials or for any other reason, become objectionable. At its own discretion, NASP reserves the right to decline or cancel any Exhibit Registration Contract due to cause. NASP also reserves the right to prohibit any exhibit which, in the opinion of show management, may detract from the general character of the show as a whole. In this event, NASP is not liable for any refund of fees, etc.

SECURITY & LIABILITY

During setup and dismantling hours, and in the period before and after exhibit hours, overall security will be provided in the Exhibit Hall. During exhibit hours, the Exhibitor's representative will be responsible for security in the booth. Any items of value should be removed from the area when the show is not in session. Exhibitors wishing to insure goods should do so at their own expense. The Exhibitor assumes responsibility and agrees to indemnify and defend the National Association of Subrogation Professionals and the Tradewinds Island Resort, and their respective employees and agents against any claims or expenses arising out of the use of the exhibition premises. The Exhibitor understands that neither the National Association of Subrogation Professionals nor the Tradewinds Island Resort maintain insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

PHOTOGRAPHY & VIDEOGRAPHY

NASP maintains the exclusive rights to all photography and videography from the official show photographer and videographer. Exhibitors are not allowed to photograph any booths other than their own at the Show.

OWNERSHIP OF EVENT RIGHTS

NASP maintains the exclusive right to control all photography and video and audio recordings of the Show and the exclusive right to the publication, reproduction and distribution of such recordings. NASP may grant exclusive or non-exclusive licenses to individuals or entities that may allow the individuals or entities to record the Show and/or publish, reproduce and/or distribute such recordings upon terms negotiated between the parties.

CANCELLATION BY EXHIBITOR

In the event the Exhibitor cancels the Exhibit Registration Contract on or before February 18, 2009, NASP will refund Exhibitor's fee, less a \$150 administrative fee. In the event the Exhibitor cancels the Exhibit Registration Contract after February 18, 2009, the Exhibitor will receive no refund of exhibit fees. NASP will not be liable for other expenses the Exhibitor might incur due to any such cancellation.

CANCELLATION BY MANAGEMENT OR INABILITY TO HOLD EXHIBITS

If NASP management cancels the conference on or before April 2, 2009, or if on or before April 2, 2009, causes beyond the control of NASP management arise which prevent the planned holding of the conference, the Exhibitor will be refunded 100% of their rental fee. Management will not be liable for any other expenses the Exhibitor might incur.

APPLICATION ACCEPTANCE

Acceptance of an application does not mean endorsement by NASP management of the applicant's service or product. Rejection of the application does not imply disapproval of the applicant's service or product.

INTERPRETATION

NASP management has total authority of interpretation and enforcement of these Terms, Conditions, Rules and Regulations and reserves the right to amend them at any time for the benefit of NASP. Exhibitors and their representatives who violate these Terms, Conditions, Rules and Regulations and who, in the opinion of NASP management, conduct themselves unethically, may be dismissed from the conference without refund or other appeal and may be excluded from participation in future conferences.

HOSPITALITY ROOMS AND SUITES / OUTSIDE ACTIVITIES

No Exhibitor or any affiliate thereof shall conduct any onsite or offsite event during show hours which would encourage attendees away from the exhibition or conference sessions/activities. Hospitality Rooms and Suites should be coordinated with the NASP office. The NASP office will have final approval of any and all hospitality rooms and suites during the conference. Only hotel beverages will be allowed. There will be no exceptions. ALL charges will be paid by the Host. For further information, please contact Erin Holte at NASP at 800.574.9961.

INTERESTED IN EXHIBITING?

See page 12 or visit www.subrogation.org to register online.

QUESTIONS?

Contact Molly Kendall at NASP at 952.835.8700 or 800.574.9961.

NASP 2009 SUBROGATION LITIGATION: SKILLS AND MANAGEMENT CONFERENCE
REGISTRATION FORM



PLEASE PRINT OR TYPE - ONE FORM PER REGISTRANT.

Full Name _____

Professional Designation(s) _____

Nickname for Badge _____ Title _____

Company _____

Mailing Address _____

City/State/Zip _____

Telephone _____ Fax _____

Email _____ Website _____

Please check the appropriate registration type below.

Are you interested in joining NASP? Please visit the Membership section of the NASP website at www.subrogation.org.

ON OR BEFORE FEBRUARY 18, 2009

Member: \$545 | Non Member: \$655

AFTER FEBRUARY 18, 2009

Member: \$600 | Non Member: \$710

ADDITIONAL FEES:

Continuing Legal Education Credits \$100.00 State: _____

Continuing Education Credits for Adjusters \$50.00 State: _____

Guest Registration: \$110 (Please list names of ALL guests.)

Guests are only allowed in the Exhibit Hall during the Thursday evening reception. No exceptions will be allowed. See full explanation of Guest Registration on page 6.

Guest Name _____

Guest Name _____

PAYMENT INFORMATION

(Payment must be submitted with registration form.)

Amount Enclosed \$ _____ (payable in US funds)

Check (Payable to NASP)

MasterCard Visa American Express Discover

Card No. Exp. _____ Date _____

Cardholder's Name _____

Cardholder's Signature _____

QUESTIONS?

CONTACT NASP AT 952.835.8700 OR 800.574.9961.

MAIL OR FAX YOUR FORM TO:

NASP 2009 SUBROGATION LITIGATION: SKILLS AND MANAGEMENT CONFERENCE
7301 Ohms Lane, Suite 205
Edina, MN 55439
Phone: 952.835.8700 or 800.574.9961 | Fax: 952.835.8708

PLEASE SEE SPONSOR APPLICATION ON REVERSE SIDE.



NASP 2009 SUBROGATION LITIGATION: SKILLS AND MANAGEMENT CONFERENCE
SPONSOR APPLICATION

PLEASE PRINT OR TYPE - ONE FORM PER REGISTRANT.

Company _____

Contact Name _____

Title _____

Mailing Address _____

City/State/Zip _____

Telephone _____ Fax _____

Email _____ Website _____

Company Name - as you would like it to appear on all signage* (PLEASE PRINT CLEARLY)

Please complete the information below:

SPONSORSHIP LEVEL:

- Bronze Sponsor - \$2,500
- Silver Sponsor - \$5,000
- Gold Sponsor - \$7,500
- Platinum Sponsor - \$10,000

PAYMENT INFORMATION

Amount Enclosed \$ _____ (payable in US funds)

- Check (Payable to NASP)
- MasterCard Visa American Express Discover

Card No. Exp. _____ Date _____

Cardholder's Name _____

Cardholder's Signature _____

*Please furnish NASP with a high-resolution image of your company's logo as an Illustrator CS2 (or lesser) EPS file (all fonts converted to outlines), no later than February 18, 2009.

QUESTIONS?

CONTACT NASP AT 952.835.8700 OR 800.574.9961.

MAIL OR FAX YOUR FORM TO:

NASP 2009 SUBROGATION LITIGATION: SKILLS AND MANAGEMENT CONFERENCE - SPONSORSHIP
7301 Ohms Lane, Suite 205
Edina, MN 55439
Phone: 952.835.8700 or 800.574.9961 | Fax: 952.835.8708

PLEASE SEE REGISTRATION FORM ON REVERSE SIDE.



**Registration will not be processed until a complete application and payment has been received by NASP.
PLEASE DESIGNATE AN AUTHORIZED OFFICE CONTACT PERSON TO RECEIVE ALL CORRESPONDENCE FROM NASP
REGARDING YOUR BOOTH.**

Contact Name _____
Title _____
Company _____
Mailing Address _____
City/State/Zip _____
Telephone _____ Fax _____
Email _____ Website _____

CONTRACT AUTHORIZATION SIGNATURE: _____

This signature indicates agreement to and acceptance of all Rules and Regulations as printed under the Exhibit Rules And Regulations section of this brochure.

SPACE SELECTION

Booths are assigned on a first-come, first-serve basis. Indicate any companies you do NOT want to be adjacent to. Include only specific company names. While every attempt will be made to avoid assigning booth spaces near these companies, NASP cannot guarantee this.

COMPANY INFORMATION

Your business product or service (e.g., engineer, software, attorney, collections, T.P.A., etc.)

EXHIBIT BOOTH

Carpeted 10' x 10', full pipe and drape with table, two chairs, wastebasket and signage, one full conference registration per 10' x 10' exhibit space.

PLEASE SEE PART II ON REVERSE SIDE.



NASP 2009 SUBROGATION LITIGATION: SKILLS AND MANAGEMENT CONFERENCE
EXHIBIT REGISTRATION CONTRACT – PART II

RATES

Members – \$1,045

Non Members – \$1,430

ADDITIONAL BOOTH PERSONNEL

\$545 each. Includes one full conference registration and admittance to all food and beverage functions and receptions.

BOOTH PERSONNEL (ONE COMPLIMENTARY PER BOOTH)

Include individual from Part I if they will also participate as an exhibit personnel onsite. (Please note: All mailings will be sent to Booth Personnel at the company address, unless an alternate address is provided for each individual noted below.)

Name _____ Email _____

Name _____ Email _____

Name _____ Email _____

Name _____ Email _____

PAYMENT INFORMATION

(Payment must be submitted with registration form.)

Amount Enclosed \$ _____ (payable in US funds)

- Check (Payable to NASP)
- MasterCard Visa American Express Discover

Card No. Exp. _____ Date _____

Cardholder's Name _____

Cardholder's Signature _____

QUESTIONS?

CONTACT NASP AT 952.835.8700 OR 800.574.9961.

MAIL OR FAX YOUR FORM TO:

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 7301 Ohms Lane, Suite 205
 Edina, MN 55439
 Phone: 952.835.8700 or 800.574.9961 | Fax: 952.835.8708

PLEASE SEE PART I ON REVERSE SIDE.



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TOLL FREE 800.574.9961
WEB WWW.SUBROGATION.ORG