

DISTINGUISHED FACULTY



James B. Talmage, M.D., FAADep is an orthopaedic surgeon who now has a non-operative practice. Dr. Talmage is a Fellow in the American Academy of Disability Evaluating Physicians and has been since 1987. He has been the Course Director for many courses and he has twice received the "President's Award" for service to AADEP. Dr. Talmage is one of the original Examination Committee members for the American Board of Independent Medical Examiners. He chaired the Committee for two years and served on the Committee for a total of four years. Dr. Talmage is a frequent contributor to, and the Associate Editor of *The Guides Newsletter*. He was associate editor of *The Guides Casebook*, 2nd Edition published by the AMA. He is an Adjunct Associate Professor (Occupational Medicine) in the Department of Family and Community Medicine of Meharry Medical College, in Nashville, Tennessee.



Steven Babitsky, Esq. is the President of SEAK, Inc. He was a workers' compensation trial attorney for twenty years and is the former managing partner of the firm Kistin, Babitsky, Latimer & Beitman. He is the founder of the National Organization of Social Security Claimants' Representatives, the co-founder of the American Board of Independent Medical Examiners, and the creator of the *AMA Guides Newsletter*. Mr. Babitsky is the co-author of the texts *Writing and Defending Your IME Report: The Comprehensive Guide*, *Understanding the AMA Guides in Workers' Compensation*, *Litigating Stress Cases in Workers' Compensation*, *Cross-Examination: The Comprehensive Guide for Experts*, *Writing and Defending Your Expert Report: The Step-by-Step Guide with Models*, *How to Excel During Cross-Examination: Techniques for Experts That Work*, *The A-Z Guide to Expert Witnessing*, and *How to Excel During Depositions: Techniques for Experts That Work*. Steve has trained thousands of independent medical examiners.

COMMENTS FROM PAST ATTENDEES:

- "excellent—one of the best I have been to in 20 years"
- "absolutely superb"
- "extremely well run, informative, and entertaining"
- "faculty very competent and good teachers"
- "more than excellent"
- "excellent preparation and presentation"
- "very practical"
- "excellent way of learning in shortest period of time"
- "full of usable information"
- "outstanding seminar with multiple practical tips"

Registration Information: Tuition is at the special 50% reduced rate of \$650. Tuition includes continental breakfast and lunch with faculty each day and a detailed conference manual. Space is strictly limited, so you are encouraged to register as soon as possible. Be sure to bring your AMA "Guides to the Evaluation of Permanent Impairment, 5th Edition" to the course.

Continuing Medical Education: SEAK, Inc. is accredited by the Accreditation Council for Continuing Medical Education to provide continuing medical education for physicians. SEAK, Inc. designates this live activity for a maximum of 14 AMA PRA Category 1 Credits™. Physicians should claim only the credit commensurate with the extent of their participation in the activity.

Location/Hotel Accommodations/Travel Information: The seminar will be held at the Seattle Airport Marriott, which is two blocks east of the Sea-Tac Airport (at 3201 South 176th Street Seattle, WA 98188) (206) 241-2000.

Conference Cancellations. Conference cancellations received in writing prior to March 1, 2012 will receive a full refund. Cancellations received after this date will not receive a refund.

REGISTRATION FORM Priority Code: WA2012

MAIL TO: SEAK, Inc., P.O. Box 729, Falmouth, MA 02541

OR FAX TO: 508.540.8304 OR CALL: 508.457.1111

Tuition is \$650.

Please charge my MasterCard Visa AMEX Discover
or Check enclosed, payable to SEAK, Inc.

Account # _____

Expiration Date: ____ / ____ Security Code: _____

Name on Card: _____

Signed: _____

Please print or type all items to assure accuracy.
All confirmations will be sent to the individual indicated.

Check here if you require special accommodations to fully participate.

First Name (as it will appear on name badge)

Last Name Title

Name Of Company, Firm or Organization

Mailing Address

City State Zip

Phone (Area Code / Number) Fax (Area Code / Number)

E-mail (Please print neatly—your confirmation will be sent via e-mail)



**SEAK, Inc. in cooperation with the
Washington State Department of
Labor and Industries Presents**

How to Excel as an Independent Medical Examiner 2012

**Seattle Airport Marriot, Seattle WA
March 10-11, 2012**

WHAT YOU WILL ACCOMPLISH BY ATTENDING:

- Understand the challenges of rating complex upper and lower extremity impairments
- Avoid the common mistakes while rating impairment under the 5th edition
- Defend impairment ratings from cross-examination
- Learn how to deal with return to work, physical capacity calculations, and activity prescriptions
- Advanced history taking
- Form defensible IME opinions
- Write the persuasive expert report
- Defend yourself from attacks from counsel
- Advanced testifying skills
- Additional sources of income for IME physicians

SPACE IS LIMITED, REGISTER TODAY!

Executive Summary

SEAK, Inc., in cooperation with the Washington State Department of Labor & Industries is proud to present this special training on the topics of rating impairment under the 5th Edition, defending impairment ratings, dealing with cross-examinations, effectively dealing with return to work, physical capacity calculations, and activity prescriptions, writing the persuasive IME report, testifying skills, and additional sources of income for IME physicians. The faculty are thought leaders who have extensive teaching experience. Learning methodologies will include the latest research, interactive exercises, mock cross-examinations, and team exercises.

How to Excel as an Independent Medical Examiner 2012

Saturday March 10, 2012
Seattle Airport Marriot, Seattle WA

7:30-8:00 Registration and Continental Breakfast

8:00-8:15 Introduction

The faculty introduces themselves, explains the goals for the course and the interactive teaching methodology that will be utilized.

8:15-10:15 Rating Impairments Using the 5th Edition of the AMA Guides: Advanced Topics

The faculty will demonstrate how to correctly rate impairment of the upper and lower extremities. This will focus on vexing scenarios involving tendinitis, carpal tunnel syndrome, epicondylitis, and many more. The faculty will assume participants have had prior experience with the AMA Guides, 5th Edition. **Questions and Answers**

10:15-10:30 BREAK AND NETWORKING OPPORTUNITY

10:30-11:30 AMA Guides Case Exercises

Attendees will work through (with the assistance of the faculty) AMA Guides exercises with particular relevance to Washington IME examiners. **Questions and Answers**

11:30-12:00 Cross-Examination

The faculty will use demonstrations to illustrate difficult cross-examinations about AMA Guides impairment ratings and will show how to deal with them truthfully and artfully. **Questions and Answers**

12:00-12:45 LUNCH PROVIDED WITH FACULTY

12:45-1:30 The Benefits of Work

The faculty will present the latest research on the importance of the benefits of work, effects of inactivity, and the consequences of not

working. Faculty will offer suggestions for the practical application of lessons learned in the IME process. **Questions and Answers**

1:30-2:00 Advanced History Taking

Faculty will discuss and demonstrate interviewing and history taking in complex cases including those with multiple injuries and/or illnesses. This will include ways to obtain and document details of specific work activities, including physical requirements. Faculty will emphasize the need to get information from the worker, from the job analysis, and from other sources and how to address discrepancies. **Questions and Answers**

2:00-3:00 Physical Capacities Evaluations, Job analyses, and Job Modifications

The faculty will discuss how to formulate answers to questions from claim managers about return to work. This will include defensible methods for evaluating risk, tolerance for activity, physical capacities and job analyses. The faculty will also discuss predictive factors, impacts of medications, job modifications, light duty, and transitional work as means of returning the worker to work. Dr. Talmage will also share how to deal with uncooperative employers and treating physicians. **Questions and Answers**

3:00-3:15 BREAK AND NETWORKING OPPORTUNITY

3:15-5:00 Return to Work Exercises

Attendees, working with the faculty, will participate in case exercises illustrating how to evaluate and document physical capacities and job analyses. **Questions and Answers**

How to Excel as an Independent Medical Examiner 2012

Sunday March 11, 2012
Seattle Airport Marriot, Seattle WA

7:30-8:00 Continental Breakfast

8:00-9:00 Defending the Return to Work Decisions

Faculty, through demonstrations, will illustrate how to defend physical capacity and activity decisions under rigorous cross-examination. Faculty will also discuss questions about liability of physicians for workers who get re-injured when returned to work. **Questions and Answers**

9:00-10:00 Effective Use of Objective Medical Evidence & Diagnostic Test Results

The faculty will present when and how to most effectively use objective medical evidence, results of diagnostic testing, and medical

literature. The faculty will explain and demonstrate the most effective and persuasive techniques for explaining and presenting the medical significance of objective medical evidence and diagnostic test results to a judge, fact finder, or jury. Use of normative values and medical literature will be demonstrated with case studies and exercises.

Questions and Answers

10:00-10:15 BREAK & NETWORKING OPPORTUNITY

10:15-11:00 Writing Your IME Report

Attendees will learn best practices for IME report writing including formatting, documentation of records reviewed, qualifications of the examiner, history, physical examination, expressing defensible opinions, and avoiding mistakes. Medical-Legal Demonstrations. **Questions and Answers**

11:00-11:45 Forming Defensible Opinions

The faculty will teach, with the aid of demonstrations, how to form opinions that are medically and legally supportable, defensible, and thereby credible. Medical-Legal Demonstration. **Questions and Answers**

11:45-12:30 Advanced Testifying Skills for the IME Physician

Attendees will be provided with bottom line advice and suggestions for dealing with testifying. **Questions and Answers**

12:30-1:15 LUNCH PROVIDED WITH FACULTY

1:15-1:45 Advanced Deposition Skills

Faculty will present bullet-point advice and suggestions for how IME physicians can prepare and excel at their deposition. Demonstrations. **Questions and Answers**

1:45-2:30 The 50 Most Difficult Cross-Examination Questions

Faculty will present the 50 most difficult IME questions physicians will ever face. Attendees, with the assistance of faculty, will learn techniques to survive and thrive in the face of these questions. **Questions and Answers**

2:30-2:45 BREAK AND NETWORKING OPPORTUNITY

2:45-3:30 Consulting for Physicians: Additional Sources of Revenue for the IME Physician

The faculty will discuss a myriad of opportunities for physicians in consulting. These will include medical-legal, pharma, biotech, medical devices, medical communications, and financial companies. **Questions and Answers**