



Measuring the Value of Medical Services in Personal Injury Suits

Wednesday, May 9, 2018
12:00 - 1:00 p.m. CDT

Dear IADC Member:

Please join us for a complimentary Webinar (Web-based seminar produced through Adobe Connect) sponsored by the IADC Medical Defense and Health Law Committee on Wednesday, May 9, 2018 for (1) hour beginning at:

10:00 AM PDT / 11:00 AM MDT / 12:00 PM Noon CDT / 1:00 PM EDT

HOW TO REGISTER:

ONLINE REGISTRATION! Although there is no fee to attend, you must register so that the IADC can plan accordingly for the number of interested participants. [Click here](#) to register online. You must be logged in with your IADC username and password in order to register. If you are registering multiple participants from the same firm, please register each participant individually.

We hope that you will join us for this exciting and informative program. If you have any questions, please contact **Melisa Maisel Vanis, Assistant Director of Meetings and Professional Development**, at mmaisel@iadclaw.org or by telephone at 312.368.1494.

THE PRESENTATION:

Measuring the Value of Medical Services in Personal Injury Suits

Dr. Miller, Mr. Russo, and Ms. Younts will provide guidance on the appropriate methodology to measure the value of medical services in personal injury suits. They will discuss why the approach typically taken by life care planners in personal injury suits is incorrect and does not account for the reimbursement mechanisms in the healthcare marketplace. While most life care planners rely on billed charges to establish the value of healthcare services, providers' charges do not reflect what is actually paid for care. In fact, billed charges are almost never paid, and providers willingly accept less (sometimes substantially less) than the charges. The presenters will describe these issues and how the issues are addressed in personal injury lawsuits.

THE MODERATOR:

Henry Miller (HMiller@thinkbrg.com)

Berkley Research Group, Phoenix, AZ

Henry Miller is a managing director in the Phoenix office of Berkley Research Group (BRG). He has more than 45 years of experience working on healthcare issues for the federal government, state governments, health insurers, healthcare providers, and attorneys. He has testified in the US Congress; state legislatures; and federal, state, and local courts. He has been retained to examine past and future costs related to personal injuries in more than 100 cases.

THE PRESENTERS:

Greg Russo (GRusso@thinkbrg.com)

Berkley Research Group, Washington, DC

Greg Russo is a managing director in BRG's Washington, DC office who specializes in providing strategic advice and offering expert witness testimony to healthcare organizations through his use of complex data analyses, financial modeling, and understanding of the healthcare marketplace.

JoAnna Younts (JYounts@thinkbrg.com)

Berkley Research Group, Washington, DC

JoAnna Younts is a director in BRG's Washington, DC office. She provides strategic advisory services, as well as expert support in disputes and investigations regarding billing and coding; payment policy issues; and provider reimbursement. She has worked with providers, payers, and government agencies on billing and claims analysis; reimbursement benchmarking; and fee schedule design.

IADC Webinars are made possible by a grant from The Foundation of the IADC.

The Foundation of the IADC is dedicated to supporting the advancement of the civil justice system through educational opportunities like these Webinars. For more information on The Foundation, visit www.iadcfoundation.org.