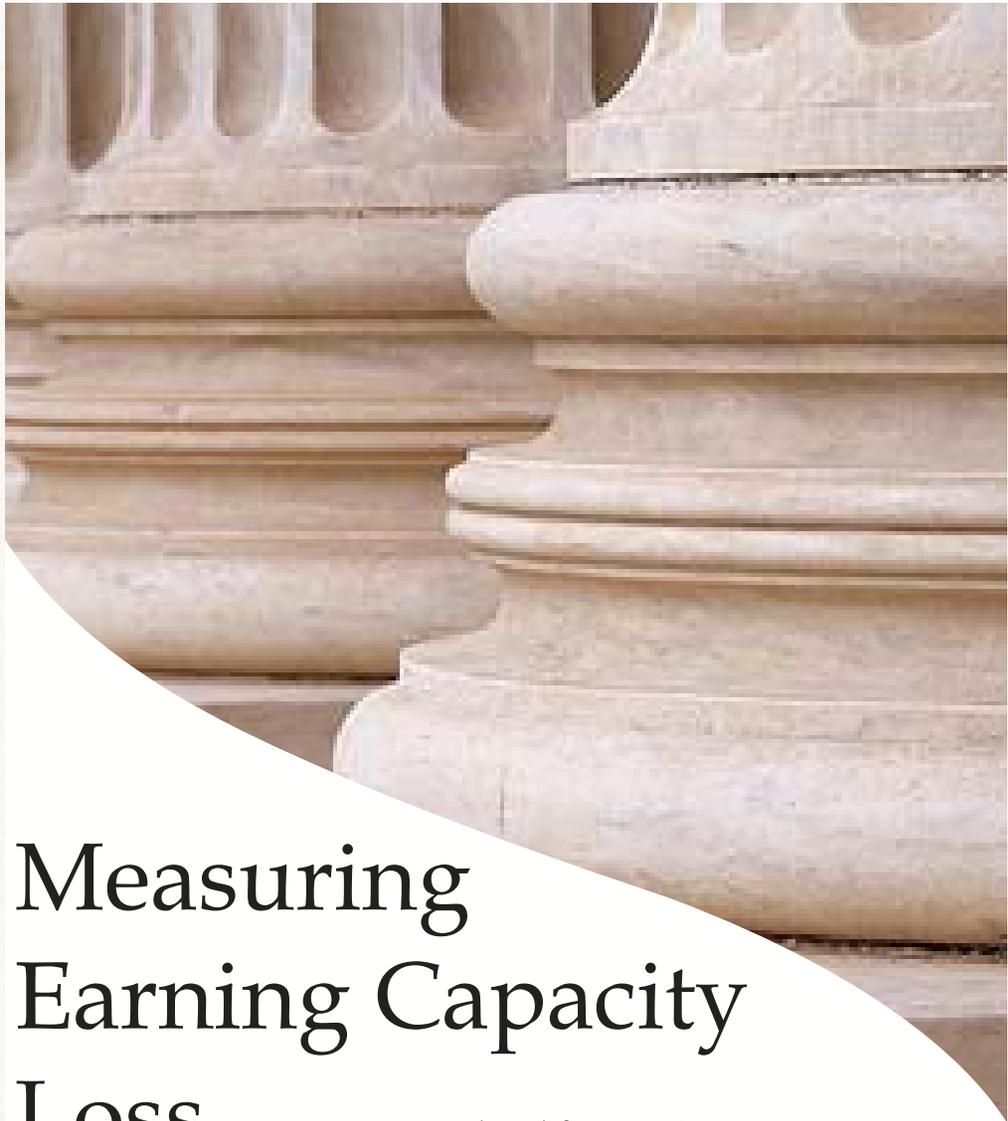


Agenda

8:00am-8:30am	Registration & Breakfast
8:30am-9:00am	Defining reduced earnings and reduced worklife expectancy for persons with disability
9:00-10:00am	Case Studies
10:00-10:30am	Rules on Deposing a Defense Economist
10:30-Noon	Individual Case Discussion & Analysis with the Experts—Bring a Case!

For More Information Contact
Vocational Economics, Inc.
(800) 227-0198
www.VocEcon.com



Measuring Earning Capacity Loss

...a breakfast seminar

*Approved by the California MCLE Board
for TWO hours CLE credit!*

Measuring Earning Capacity Loss

Participants Will Receive...

Two Hours CLE Credit for Attendance

Knowledge on when and how to use vocational and economic experts

Valuable Earning Data to help you value a case

Unpublished manuscript and detailed instruction on how to depose opposing Economists

Personal instruction from experienced experts...
Bring a Case!

Presentation materials and published articles

Breakfast is provided

Presenters



Anthony M. Gamboa, Jr., Ph.D., MBA
CEO & Senior Analyst



Enrique Vega, M.S., CRC, CDMS
Vocational Economic Analyst



Phillip D. Sidlow, M.S., NCC, F/ABVE
Vocational Economic Analyst

Measuring Earning Capacity Loss is a two-hour seminar conducted by three vocational economic analysts from the Los Angeles office of Vocational Economics, Inc. Participants in the seminar will be provided information specific to assessing the economic value of cases involving individuals with a partial disability. The seminar is divided into four 30-minute modules that focus on the following:

- ◆ Defining earning capacity loss
- ◆ Defining reduced earnings and reduced worklife expectancy for persons with disability
- ◆ Discussion of six case studies specific to various types of partial disability
- ◆ Rules on deposing a defense economist

Wage loss and earning capacity are terms that are often used incorrectly. The key difference between the two is that wage loss is retrospective, while earning capacity loss is prospective. Earning capacity is synonymous with the term "human capital." "Capital" is anything that produces wealth. Specifically, "human capital" is defined as the acquisition of knowledge, skill, and understanding as a result of education, training, and experience that allows an individual to sell his services in the marketplace in exchange for money. Human capital requires two fundamental building blocks or precursors: intelligence and physical ability. Every occupation requires varying degrees of intellect and physical capability. A diminution of either the intellect or the physical ability of an individual decreases that individual's human capital, and hence that individual's earning capacity.

There are two facts that exist for persons with a disability. Regardless of how disability is defined, persons with a disability who are employed year-round and full-time earn less on average than their non-disabled counterparts. Additionally, persons with a disability experience a comparative reduction in work-life expectancy. These two facts are true for both men and women, and for individuals at all levels of educational attainment. Data collected by the U.S. Census Bureau illustrates these facts.

Six case studies will be presented demonstrating the effects of physical disability, cognitive disability, and work disabling conditions on earning capacity.

Finally, practical and concrete rules for deposing an economist retained by the defense will be presented, and participants will learn how to expose the inappropriate methodologies and biases of economists that unfairly penalize individuals with disabilities. The economic terms "present value," "net positive discount," "net negative discount," and "net neutral discount" will be defined, and participants will learn how to become more sophisticated consumers of economic expert services.