



NURSING HOME: Anatomy of a Focus Group

Restricted to Regular Members Only*!

Program Co-Chairs

David R. Cohen, Esq.
Stark & Stark
Princeton, NJ

Deborah R. Gough, Esq.
The Gough Law Firm
Hackensack, NJ

Location

Friday, November 18, 2016
Hilton Meadowlands, East Rutherford, NJ
9:00 am - 4:00 pm

Saul G. Gruber, Esq.
Javerbaum Wurgaft Hicks
Kahn Wikstrom & Sinins, P.C.
Mount Laurel, NJ

Barry R. Sugarman, Esq.
Sugarman Law, LLC
Somerville, NJ

TIME	PROGRAM
8:00 am - 9:00 am	Continental Breakfast & Registration • Exhibit Hall
9:00 am - 9:15 am	Why a Focus Group? <i>Saul G. Gruber, Esq. • Mount Laurel, NJ</i> <i>Tom Zanaras • Zanaras Reporting & Video • Philadelphia, PA</i>
9:15 am - 10:00 am	The Changing Landscape of False Charting: Finding it, Making the Best of it in Depositions and Putting the Chart on Trial <i>David R. Cohen, Esq. • Princeton, NJ</i>
10:00 am - 10:15 am	Coffee Break • Exhibit Hall
10:15 am - 11:00 am	Building and Protecting Your Case with Incident Reports <i>Eric D. Dakhari, Esq. • Princeton, NJ</i>
11:00 am - 11:45 am	Top 10 Lessons Learned From Focus Groups and Juries <i>Deborah R. Gough, Esq. • Hackensack, NJ</i>
11:45 am - 12:45 pm	Luncheon • Exhibit Hall
12:45 pm - 1:30 pm	Proving the Fall Case: What the Jury Wants to See <i>Saul G. Gruber, Esq. • Mount Laurel, NJ</i>
1:30 pm - 2:15 pm	Factors Driving Jurors' Damages Decisions <i>Barry R. Sugarman, Esq. • Somerville, NJ</i>
2:15 pm - 2:30 pm	Coffee Break • Exhibit Hall
2:30 pm - 3:15 pm	What to Learn From a Focus Group <i>Kenneth H. Levinson, Esq. • Chicago, IL</i>
3:15 pm - 4:00 pm	Panel Discussion <i>David R. Cohen, Esq. • Princeton, NJ</i> <i>Eric D. Dakhari, Esq. • Princeton, NJ</i> <i>Deborah R. Gough, Esq. • Hackensack, NJ</i> <i>Saul G. Gruber, Esq. • Mount Laurel, NJ</i> <i>Kenneth H. Levinson, Esq. • Chicago, IL</i> <i>Barry R. Sugarman, Esq. • Somerville, NJ</i> <i>Tom Zanaras • Zanaras Reporting & Video • Philadelphia, PA</i>

Regular Members Only! The seminar is offered as a service to **Regular*** Members of NJAJ only. If you would like to join NJAJ, you can call NJAJ Headquarters at 609.396.0096 or you can submit an application at our web site (www.nj-justice.org) and click on **Join NJAJ**.

***A Regular Member is an attorney, who, for the most part, represents the plaintiff in personal injury cases.**

This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for **6.60** hours of total CLE credit. Of these, **0.0** qualify as hours of credit for ethics/professionalism, and **6.60** qualify as hours of credit toward certification in civil trial law.