CONTENTS

Eric V. Traut	7
Partner, The Traut Firm	
OUT-STRATEGIZING THE DEFENSE IN A	
PERSONAL INJURY LAWSUIT: KEY POINTERS	
Jeffrey M. Kimmel	25
Partner, Salenger, Sack, Kimmel & Bavaro LLP	
ANALYZING THE DEFENDANT'S MOTIVATION	
IN PERSONAL INJURY CASES	
Chris Faiella	41
Managing Member, Tatlow, Gump, Faiella	
& Wheelan LLC	
KNOWING YOUR CLIENT AND YOUR CASE:	
THE FOUNDATION OF A SUCCESSFUL CASE	
STRATEGY FOR PERSONAL INJURY LAWYERS	
Corey B. Trotz	61
Senior Partner, Nahon, Saharovich & Trotz PLC	
IMPORTANT POINTERS FOR TODAY'S PLAINTIFF'S	
ATTORNEYS IN PRESENTING AND WINNING CASES	
Joseph D. Cronin	75
Owner, Cronin Law Firm LLC	
BEING PREPARED AND PASSIONATE:	
A WINNING STRATEGY FOR PLAINTIFF'S LAWYERS	
IN PERSONAL INJURY LITIGATION	
Appendices	93

APPENDICES

Appendix A: Expedited Trial Consent Order	94
Appendix B: Wage/Income/Profit Loss	100
Appendix C: Drugs and Appliances	101
Appendix D: Hospitalization	102
Appendix E: Initial Intake Form	103
Appendix F: Memorandum	105
Appendix G: Other Expenses	106
Appendix H: Pain Questionnaire	107
Appendix I: Client Interview Form	110
Appendix J: Medical Authorization	131
Appendix K: Form Spoliation Letter	134