### **Table of Contents**

### CHAPTER 1. INTRODUCTION

- § 1:1 A comment on this fourth edition
- § 1:2 The commonplace nature of appraisal
- § 1:3 The general nature of appraisal of earnings potential
- § 1:4 A plan of the chapters to follow
- § 1:5 Good communication as a key factor in avoiding malpractice suits

# CHAPTER 2. APPRAISAL OF EARNING CAPACITY FOR PERSONS AND CAPITAL ASSETS—A COMPARISON

- § 2:1 Generally
- § 2:2 Capital goods
- § 2:3 Financial investments
- § 2:4 Investments in education and training
- § 2:5 Public utility rates
- § 2:6 Differences and similarities between human and property resources
- § 2:7 Various estimates of the value of a life

# CHAPTER 3. DISCOUNTING FUTURE VALUES TO PRESENT WORTH

- § 3:1 Generally
- § 3:2 Present value
- § 3:3 —Sample testimony
- § 3:4 Criteria for selecting a discount rate
- § 3:5 The historical record of U.S. government bond yields; capital gain or loss

# CHAPTER 4. INCOME AND TYPES OF APPRAISAL

- § 4:1 Generally
- § 4:2 The idea of income and its loss
- § 4:3 Who is damaged?
- § 4:4 Types of appraisal
- § 4:5 Illustration of the appraisal of a professional: A veterinarian
- § 4:6 Illustration of the appraisal of an investment adviser
- § 4:7 Maintenance expenses of decedent

§ 4:8 Applications to cases other than death and physical injury

# CHAPTER 5. HISTORY OF WAGES, PRICES, AND INCOMES; PROSPECTS

- § 5:1 Generally
- § 5:2 History of wages over the past 100 years in the United States
- § 5:3 Consumer prices since 1800
- § 5:4 Income changes
- § 5:5 Prospects
- § 5:6 Conclusion and later applications

#### CHAPTER 6. FRINGE BENEFITS

- § 6:1 Generally
- § 6:2 Fringe benefits in all industries
- § 6:3 Lost pension
- § 6:4 Death of a carpenter
- § 6:5 The value of a company-provided automobile
- § 6:6 Injury of a detective

# CHAPTER 7. APPRAISING LOST EARNINGS OF A CHILD

- § 7:1 Generally
- § 7:2 Special problems of appraising a child's lost earnings
- § 7:3 The death of a male child

# CHAPTER 8. APPRAISING LOST EARNINGS OF THE PROFESSIONAL

- § 8:1 Generally
- § 8:2 Thoracic surgeon
- § 8:3 Psychiatrist
- § 8:4 Prospective schoolteacher
- § 8:5 Naval aviator
- § 8:6 Naval electronics technicians
- § 8:7 Mathematician/scientist (unlawful termination)
- § 8:8 Helicopter pilot
- § 8:9 Unemployment among professionals and others

### CHAPTER 9. APPRAISING LOST EARNINGS OF THE BUSINESS EXECUTIVE AND THE PROPRIETOR

- § 9:1 Generally
- § 9:2 Background data for appraising earnings of executives

#### Table of Contents

- § 9:3 Executive with stock options
- § 9:4 Appraisal for an executive with incentive compensation and potential consulting income
- § 9:5 Appraisal for an executive with income from the creation of new businesses
- § 9:6 The business proprietor
- § 9:7 Earnings in professional and other occupations

# CHAPTER 10. APPRAISING ECONOMIC LOSS FOR A WIFE AND MOTHER

- § 10:1 Wives and mothers
- § 10:2 Economic value of services
- § 10:3 Illustrative case: A wife with paid employment
- § 10:4 Conclusion

### CHAPTER 11. PERSONAL INCOME TAXES AND THE APPRAISAL OF ECONOMIC LOSS

- § 11:1 Generally
- § 11:2 State income taxes
- § 11:3 The average effective federal tax rate since 1913
- § 11:4 Tax guidelines for the attorney and the economist
- § 11:5 Tax rates and government policy
- § 11:6 Projection of earnings and payout from fund with allowance for taxes and discounting

### CHAPTER 12. APPRAISING LOSS IN CASES OF CATASTROPHIC DISABILITY

- § 12:1 Generally
- § 12:2 The severely brain damaged person
- § 12:3 Quadriplegia and paraplegia

# CHAPTER 13. APPRAISING LOSS IN CASES OF NON-CATASTROPHIC DISABILITY

- § 13:1 Generally
- § 13:2 Background data for appraising loss in cases of noncatastrophic disability
- § 13:3 Injured surgeon
- § 13:4 Injured truck driver
- § 13:5 Age discrimination
- § 13:6 Unwanted pregnancy

### CHAPTER 14. MAJOR ISSUES IN ESTIMATING DAMAGES

§ 14:1 Generally

- § 14:2 Cancellation of the rate of growth in earnings by the discount rate
- § 14:3 When to use a census age-earnings profile of earnings
- § 14:4 Probabilities of different states of the world and of decedent
- § 14:5 The value of life itself
- § 14:6 —Sample testimony

# CHAPTER 15. FORMAL APPRAISAL AND SELECTION OF ECONOMIST

- § 15:1 What to do before making an appraisal
- § 15:2 Should a formal appraisal be obtained?
- § 15:3 Selecting an economist
- § 15:4 Economic status of economists and other scientists
- § 15:5 The attorney and the economist working together
- § 15:6 Sources of economic data
- § 15:7 Economist vs. economist

### CHAPTER 16. TESTIMONY OF ECONOMIST

- § 16:1 Economist's testimony—Death of a housewife
- § 16:2 —Death of a psychiatrist
- § 16:3 —Death of a businessman
- § 16:4 —Death of a prospective teacher (college sophomore)
- § 16:5 —Catastrophic injury to a female infant
- § 16:6 —Death of a male child
- § 16:7 —Death of a young sheet metal worker
- § 16:8 —Death of a nuclear power engineer
- § 16:9 —Death of an executive
- § 16:10 —Death of a carpenter
- § 16:11 —Death of a nonworking spouse
- § 16:12 —Personal consumption
- § 16:13 —Injury of a young woman, prospective attorney
- § 16:14 —Injury to an employed housewife
- § 16:15 —Injury of a male infant
- § 16:16 —Death of a navy enlisted man
- § 16:17 —Injury of a truck driver
- § 16:18 —Injury of a battered wife (police culpability)
- § 16:19 —Loss due to libel, female assessor
- § 16:20 —Death of a truckdriver
- § 16:21 —Injury of a postal worker: Testimony of an actuary
- § 16:22 —Injury of a secretary
- § 16:23 —Death of a housewife
- § 16:24 —Household services and family services
- § 16:25 —Death of prospective plant manager, environmental engineer
- § 16:26 —Injury of a prospective farmer

### TABLE OF CONTENTS

§ 16:27	—Death of a female child; hedonic value of life
§ 16:28	—Death of a male child (second case)
§ 16:29	—Wrongful termination of a TV anchorwoman
§ 16:30	—Injury of an adult male with alternative life
	expectancies
§ 16:31	—Death of 31-year-old man; dispute over future
	earning potential
§ 16:32	-Earnings with and without a bachelor's degree
§ 16:33	—Worklife expectancy
§ 16:34	—Retirement age and worklife expectancy
§ 16:35	—Statistical value of life

### **APPENDICES**

Appendix A. A brief note on statistical method

Appendix B. Cross References Table

**Table of Laws and Rules** 

**Table of Cases** 

Index