



Personal Injury Handbook

Larry Booth, Roger Booth

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Forms, checklists, and tips to help you maximize the value of your cases. Case selection, investigation and discovery, selecting your expert, defense medical exam, deposing the defense expert, overcoming settlement hurdles, and more. 4 free tips from Personal Injury Handbook 1. "Never send a representation letter to anyone, ever. Even in a small case, try if possible to always file suit so that you can deal from a position of strength. In a products liability or even a construction site accident, the last thing you ever want to do before you complete all possible investigation is alert the other side." 1:70 2. "The purpose of the defense medical examination is to determine the plaintiff's medical condition. It is not to take a second deposition. Therefore, inquiry into the facts of the accident should be extremely limited because the doctor or his staff will always confuse the facts, either accidentally or on purpose." 2:41 3. "Avoid advertisers. We have found that the worst experts are the ones who advertise. They are promoters; they spread themselves too thin. They claim to be experts on everything under the sun and they usually are much more interested in the profits they can make on the case than the contribution they can make to a winning effort." 1:60 4. "All witnesses are nervous at a deposition. Therefore do not put them at ease before getting to the tough questions by dragging them through relatively unimportant background details about the witness or the accident site. Ask the tough questions immediately. You can go through the other material later." 2:11

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