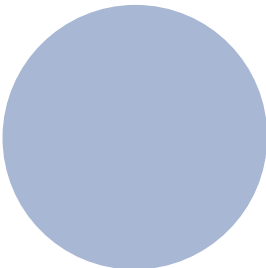


Looking for...



- **training**

in a specific area of personal injury?

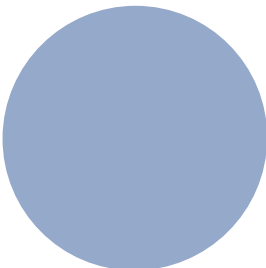
- **recognition**

of your expertise in PI claimant law?



- **certified learning**

validated by *The College of Law* 
of England and Wales



APIL can help!

APIL certificate in personal injury law

At APIL we recognise that many of you and your colleagues have been aspiring to gain recognition of your expertise in carrying out a personal injury caseload.

The APIL certificate will give you this, providing you with the necessary skills to handle small to medium-sized accident cases from instruction through to conclusion, showing competency in:

- investigation
- funding, costs and risk assessment
- procedure
- damages
- liability (RTA, employers, occupiers' and public)
- medical evidence
- core skills

The certificate is made up of eight modules, entitled:

- Accidents at work essentials
- Essential skills and know-how for PI lawyers
- Funding, costs and CFAs
- Liability in road traffic accidents
- Maximising damages
- Procedure for personal injury lawyers
- Trips, slips and other mishaps – *occupiers' liability and public liability law*
- Understanding medical evidence

Delegates not wishing to take the certificate are invited to attend any of these modules to gain a thorough grounding in that particular area of the law and to obtain their SRA and APIL CPD hours. Each one-day course offers 5½ CPD hours and courses are run nationwide.

Who should attend?

The certificate is particularly appropriate for fee earners who are either new to personal injury work or have less than five years' experience in handling a PI caseload, for example trainee/newly qualified solicitors, paralegals, legal executives or junior barristers.

Why choose the APIL certificate?

Personal injury departments are increasingly recognising the APIL certificate as a standard of competency in all areas of personal injury litigation. The certificate is recognised and validated by The College of Law.

A certificate is awarded by The College of Law upon successful completion of all modules.

Levels

APIL: litigator/senior litigator

SRA levels: introductory/intermediate (ref: XR/APIL)

Accreditation

Each course is CPD accredited by:

- Association of Personal Injury Lawyers (APIL)
- The Bar Standards Board
- Institute of Legal Executives (ILEX)
- SRA (Solicitors Regulation Authority)



Workshops

It is acknowledged that workshops are a good way of learning. Delegates may therefore be split up into groups to challenge what has been learnt.

Assessment

At the end of each module, a multiple-choice test will be circulated to each applicant for completion. Each test will be marked by an independent assessor and the applicant will be notified of the results in writing.

Failure to achieve the required standard on the day will result in the applicant having to re-sit the multiple-choice test, free of charge, at an APIL course of their choice. Upon further failure, the applicant must attend the module again. This is not applicable to those APIL members not taking the certificate.

Duration, frequency and location

It is anticipated that most applicants will complete the certificate over a two year period although the courses have been spread such that the certificate can be completed within one year if required. To achieve this, applicants may be required to attend courses away from their local regional centre.

Each one-day course runs in the following locations:

**Bristol
Leeds**

**Liverpool
London**

**Manchester
Newcastle**

More courses may be scheduled, subject to demand, and applicants may attend the modules in any order they wish.

Price

Each module is priced at £200 + VAT for corporate accredited firms, £235 + VAT for APIL members and £340 + VAT for non-members.

Delegates can either choose to pay for the certificate in one single payment, or in eight instalments. If delegates choose to pay in instalments, payment is required at least six weeks prior to each course date.

SPECIAL OFFER!!

APIL members and corporate accredited firms

Pay for all modules in advance and attend ONE COURSE FOR FREE!

£1645 + VAT (APIL members)
£1400 + VAT (Corporate accredited firms)

Fast-track to senior litigator status

The APIL certificate and accreditation

Upon successful completion of the certificate, applicants will gain entry at APIL senior litigator level subject to completion of the APIL application form and the necessary trial experience.

Why should I become a member of APIL's accreditation scheme?

Accreditation provides a kitemark of excellence to members of the public seeking representation and a suitably qualified lawyer to handle their case.

APIL's accreditation scheme continues to grow, with one-third of the APIL membership now accredited. APIL actively promotes its accredited members through its public information campaign in CABx and libraries. Around 3000 searches are performed by members of the public each month via the APIL website.



The certificate modules

Accidents at work essentials

"A really enjoyable course which will help with many of my files!"

Accidents at work essentials is designed to give you all of the basic essential knowledge needed to maximise your success in employers' liability cases. Every key area is covered in this fully updated course, as well as the essential low-down on the Work at Height Regulations 2005. The course will:

- underline the principles of employers' liability law
- consider negligence in employers' liability cases
- look in-depth at vicarious liability
- explore the principles of regulatory employers' liability law
- deal with reversal of the burden of proof
- provide an understanding of the core health & safety law duties of employers
- help you to understand the application of purposive interpretation which is central to the way employers' liability law now works
- cover direct effect of EU directives on 'Emanations of the State'
- review the management of health & safety at work regulations
- provide an understanding of how health & safety risk assessment should work and where employers regularly fail
- cover the key elements of the updated 'six pack' regulations
- enable you to recognise and use multiple regulations in personal injury cases and understand the advantages of using the regulations to establish liability in your cases

Speaker: Nigel Tomkins

Essential skills and know-how for PI lawyers

"Excellent for inexperienced/newly qualified practitioners and useful for more experienced practitioners."

Winning cases is no fun if you are not making a profit. This intensive course intends to directly enhance the delegate's contribution to the profitability of the firm. Delegates will cover key areas of personal injury claims investigation and the business of law. The course will cover:

- economic collation and marshalling of evidence
- case planning and the formulation of case theory
- the nature and extent of enquiries available to case scenarios
- the tactical use of the protocol and pre-action disclosure
- instructing experts and obtaining the best from them
- useful web resources to aid investigation of cases from the desk
- the important fundamentals and economic imperatives to the 'bottom line' of PI practice
- the basic principles of good negotiating and experimenting with concepts
- the fundamentals of marketing and application in PI practice
- knowledge management in a law environment and potential technological changes ahead
- risk management in a PI firm and the relevance to professional indemnity

Speaker: John McQuater

Funding, costs and CFAs

"Extremely well presented. Very interesting and easy to understand"

"Speaker is excellent – details material in a clear manner and has thorough knowledge of the issues"

All the essentials on funding, costs and risk assessment are covered on this course by one of APIL's leading speakers in this area.

This course covers all the essential areas including:

- exploring funding options
- selecting the right funding option for your client
- keeping cases with legal expenses insurance
- working on a no-win, no-fee basis
- compliance with the latest regulations
- CFA options, including discounted CFAs
- cost rules and practice directions
- maximising costs recovery
- risk assessment and case management
- up-to-date case law



Speaker: Gary Barker

Liability in road traffic accidents

"Clear, sharp and current issues dealt with. Very worthwhile course."

Getting the best for your RTA clients? Think again! Not until you've been on this course. Running or supervising the cases, you need to know what this course tells you:

- back to basics – always look at the facts:
 - winning rear end shunts – for the shunter!
 - collisions in the middle of the road – getting the right result
 - traffic light accidents – does green really mean go?
- RTA defences - how to defeat them and reverse the burden of proof
- liability and contributory negligence:
 - on two wheels, rivers, passengers, pedestrians, adults, sober, emotional, inebriated
 - children as pedestrians
- contributory negligence and protection – don't give away too much:
 - crash helmets, cycling helmets, appropriate clothing, safety belts, child restraints
- liability for the vehicle:
 - getting in and out of it and being in it at the wrong time
 - damaged by the vehicle
- difficult areas:
 - state of the road, single vehicle accidents
- insurance and MIB pitfalls

Speaker:

Nigel Tomkins

to be accompanied by Michael Pace at larger venues

Maximising damages

"Simon has a great sense of humour. His relaxed demeanour made the course very enjoyable"

This practical course explains the law of damages and then provides hands-on guidance in how to apply the law to the facts to create a comprehensive assessment of the damages the claimant deserves.

Topics include:

- PSLA – ensuring the right recovery
- financial losses, including pension loss
- loss of employability
- loss of congenial employment
- loss of chance/prospects
- loss of leisure
- provisional damages
- multipliers
- structured settlements
- interest
- care and attendance
- housekeeping

Speaker: Simon Allen

Procedure for personal injury lawyers

"Course material excellent and can be referred to in day-to-day practice"

This course will concentrate on the procedure points of particular importance to personal injury lawyers, including advice on procedural tactics:

- get the best out of the protocol
- understand and know how to use CPR
- understand when and when not to use part 36
- obtain permission for and deal with expert evidence
- prepare for trial including bundles of documents
- be up to date on all important cases dealing with procedure
- be aware of practical and tactical decisions

Speaker: John McQuater



Trips, slips & other mishaps: occupiers' liability & public liability law

"Brilliant delivery, really relevant and interesting too, excellent"

Everybody thinks trips and slips are straight forward - they are not! This course aims to help you avoid the common pitfalls, pick the right case and win them. Topics include:

- occupiers' liability to trespassers
- the liability of landlords under statute and negligence
- liability for injury from fires
- maintenance duties and rights of way
- occupiers' liability and contractors
- occupiers' liability in retail premises
- workplace occupiers' duties to visitors
- highway authority liability for slips and trips
- common law liability of occupiers
- vicarious liability for occupiers
- contributory negligence in trips and slips

Speakers: Nigel Tomkins and John McQuater

Understanding medical evidence

"A very valuable course which greatly assisted my understanding of the subject"

"I would recommend this course to everyone!"

Speakers, Lois Alexander and Nigel Zoltie will cover everything you need to know from the basics of anatomy to finding the right expert.

Topics for the day will include:

- Basic principles of anatomy and physiology
- How and why people get psychological injuries
- How and why people get physical injuries, and how they are treated
- Obtaining and understanding medical records
- Finding the right expert
- Understanding and questioning the expert's report
- How experts deal with pre-existing injuries
- The legal and medical aspects of physical and psychological rehabilitation



Speakers: Lois Alexander and Nigel Zoltie

REGISTRATION

To enrol on the APIL certificate, or to book an individual course, please complete the enclosed registration form and return to: APIL, Unit 3, Alder Court, Rennie Hogg Road, Nottingham, NG2 1RX DX 716208 Nottingham 42.

Terms and conditions

Transfers

- If for any reason you find you are unable to attend the event, you may transfer your registration to another APIL member free of charge at any time.
- Non APIL members will be accepted as substitute delegates, provided the balance of the non-member fee is paid.
- You may only transfer delegate registrations once per event. If you wish to change delegates more than once then an administration fee* will be charged.
- Transfers to another course will be accepted with 11 or more working days' notice, subject to an administration fee*.
- All transfer requests must be received in writing.

Cancellations and refunds

- Refunds may be issued providing that APIL is notified at least 11 working days prior to the event, subject to an administration fee*.
- We regret that no refunds can be issued for cancellations made less than 11 working days of the course.
- All cancellation requests must be received in writing.

*Administration fees

- Administration fees will be charged at £25 + VAT

GENERAL

- Documentation is distributed on the day of the event.
- APIL reserves the right to vary or cancel an event where the occasion necessitates.
- APIL reserves the right to increase event fees up to 30 days prior to the commencement of an event. Price increases will be notified in writing.
- APIL accepts no liability if, for whatever reason, the event does not take place.

Our speakers



Lois Alexander

Lois Alexander has over 15 years' experience in insurance defence litigation in the UK and USA. She is now a full-time trainer in litigation, personal injury (particularly psychological injury and the handling of the dead in disasters), computer-generated forensic animation and expert evidence. She also teaches presentation, communication and management skills.



Simon Allen is managing Partner of Russell Jones & Walker in Sheffield. He is a member of APIL, the American Trial Lawyers Association and an assessor for the Personal Injury Panel. He is also a member of the Law Society Committee which produced the Pre-Action Protocol and the Disease and Illness Protocol.

Simon formed and heads the Occupational Disease Group within RJW, specialising in asbestos claims. Simon regularly writes for the Law Society Gazette providing the PI Update section, and is a co-author of the APIL Guide to Damages.



Gary Barker qualified as a solicitor in 1982 and spent almost 20 years with two high street practices, specialising in personal injury and general civil litigation.

From 2001 to 2004, Gary was head of practice development at the Law Society. He is now a practising solicitor again, which he combines with being a costs consultant, freelance trainer and practice development consultant. Gary is co-ordinator of APIL's costs and funding special interest group.

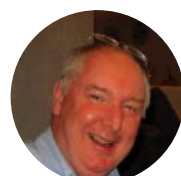


John McQuater is a partner at Atherton Godfrey, Doncaster, where he heads the PI and clinical negligence teams. He is a member of the Clinical Negligence Accreditation Scheme and the Personal Injury Accreditation Scheme, both run by the Law Society.

John is a Fellow and past president of APIL. He is also an author in the APIL guide series and a member of the editorial board of JPIL.



Michael Pace is head of the personal injury department at Andrew & Co Solicitors, where he heads the personal injury and motor law team. Michael has also been a police officer, driving instructor and advanced motorcyclist. He is accredited as a Fellow of the Association of Personal Injury Lawyers and is a member of the Law Society Personal Injury Panel.



Nigel Tomkins is an independent training and legal consultant. He was formerly training consultant to APIL training, and is now a member of APIL's Executive Committee as well as an APIL fellow. He is the digest editor of JPIL and a working consultant with solicitors Freeth Cartwright LLP.

Nigel has over 30 years experience as a specialist personal injury lawyer.



Nigel Zoltie

Nigel is a practising medicolegal expert, A&E consultant and trainer in a variety of medical related subjects. He qualified from Bristol University in 1977, underwent surgical training (including plastic surgery) followed by Accident & Emergency training, with appointment to Consultant in Accident & Emergency in 1993. He is the Clinical Senior Lecturer in Accident & Emergency at the University of Leeds.

APIL certificate courses: registration form

Event	Date	Location	Corporate firm	Please tick	APIL member fee	Please tick	Non-members fee	Please tick
Accidents at work essentials	02 Nov 11	London	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	30 Mar 12	Liverpool	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	08 Nov 12	Bristol	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
Essential skills and know-how for PI lawyers	26 Sep 11	Newcastle	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	07 Oct 11	Liverpool	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	16 Nov 11	London	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	27 Sep 12	Leeds	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	28 Sep 12	Manchester	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	11 Oct 12	Bristol	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
Funding, costs and CFAs	20 Oct 11	Leeds	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	28 Oct 11	London	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	09 Nov 11	Newcastle	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	30 Oct 12	Bristol	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	06 Nov 12	Manchester	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	14 Nov 12	Liverpool	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
Liability in road traffic accidents	22 Jun 11	Leeds	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	08 Nov 12	Bristol	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	21 Nov 12	Manchester	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	28 Nov 12	Liverpool	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
Maximising damages	18 Nov 11	Liverpool	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	30 Nov 11	Newcastle	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	08 Dec 11	Bristol	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	06 Nov 12	London	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	23 Nov 12	Leeds	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	04 Dec 12	Manchester	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
Procedure for personal injury lawyers	27 Sep 11	Newcastle	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	03 Nov 11	Liverpool	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	15 Nov 11	London	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	

Event	Date	Location	Corporate firm	Please tick	APIL member fee	Please tick	Non-members fee	Please tick
Procedure for personal injury lawyers	02 Oct 12	Manchester	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	01 Nov 12	Leeds	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
Trips, slips and other mishaps - OL and PL law	27 Jan 12	London	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
	09 Feb 12	Newcastle	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	
Trips, slips and other mishaps - OL and PL law	16 Feb 12	Liverpool	£200.00 + VAT		£235.00 + VAT		£340.00 + VAT	

Payment details

Name:	APIL no:
Firm:	
Address (for non-members):	
	Post code:

By cheque
I enclose a cheque for £_____ payable to APIL (a VAT receipt will be issued)

Please charge my credit/debit card (please circle as appropriate):

Mastercard/Visa credit/American Express + £2.50 credit card transaction fee
 Visa debit/Switch card - no transaction fee

I wish to pay by the above and authorise you to debit my card account with the amount of £_____

My card number is

Card holder's name _____ Expiry date _____

Security code (3 digits) _____, Valid date (if applicable) _____ Issue no (if applicable) _____

Card holder's address _____

_____ Postcode _____

Cardholder's signature _____ Date _____

Terms & conditions

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*Administration fees

Administration fees will be charged at £25 + VAT for standard training events and £50 + VAT for residential conferences. Documentation is distributed on the day of the event. APIL reserves the right to vary or cancel an event where the occasion necessitates. APIL reserves the right to increase event fees up to 30 days prior to the commencement of an event. Price increases will be notified in writing.

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Please return to: APIL training, 3 Alder Court, Rennie Hogg Road, Nottingham NG2 1RX. DX 716208 Nottingham