

## PROGRAMME: Day one - Thursday, 18 May 2017\*

- 08:45 - 09:30**      **Conference registration and refreshments in the exhibition area**  
*Principal sponsor: Smith & Williamson*
- 09:30 - 09:35**      **Welcome to the conference**  
Chaired by: Deborah Evans, Chief Executive, APIL, Nottingham
- 09:35 - 10:20**      **Annual General Meeting**
- 10:20 - 10:50**      **Refreshment break**  
*Kindly sponsored by LexisNexis*
- 10:50 - 11:15**      **Presidential address**  
Brett Dixon, Incoming APIL President, Brett Dixon Training, Clitheroe
- 11:15 - 12:00**      **Fairness to injured people: the new discount rate – consequences, pitfalls and how to future-proof your clients' damages**  
Matthew Stockwell, Past APIL President, Outer Temple Chambers, London  
Jonathan Wheeler, Past APIL President, APIL EC Member, Bolt Burdon Kemp, London
- 12:00 - 13:15**      **APIL debate: Fairness for injured people and their families**  
*Session kindly sponsored by Longbridge Law*  
**Chair:** John McQuater, APIL Secretary, Past APIL President, Atherton Godfrey, Doncaster  
**Panellists:**  
The Honourable Mr Justice Birss, High Court of Justice of England and Wales, London  
Sue Browning, CEO, SIA, Milton Keynes  
John Hyde, Reporter, Law Society Gazette, London  
Christopher Malla, Partner, Kennedys, London  
Elaine Russell, Harper Macleod, Glasgow  
His Honour Peter Thornton QC, Former Chief Coroner of England and Wales, Former Senior Circuit Judge at the Central Criminal Court (Old Bailey) & Former Joint Head of Chambers at Doughy Street Chambers
- 13:15 - 14:15**      **Lunch served in the exhibition area**  
*Kindly sponsored by Bush & Company Rehabilitation*
- 14:15 - 14:45**      **The future for the portal and MedCo under the whiplash and small claims reforms**  
**Chair:** Brett Dixon, Incoming APIL President, Brett Dixon Training, Clitheroe  
**Panellists:**  
David Bott, Past APIL President, APIL EC Member, Bott & Company Solicitors, Wimslow  
Daniella Jenkins, Director, MedCo, Programme Manager, Association of British Insurers, London  
Gerard Stilliard, Claimant Director, Claims Portal Limited, Thompsons Solicitors LLP, London  
Stratos Gatzouris, National Secretary, FOIL
- 14:45 - 15:15**      **Life after injury**  
Edward and Caroline Buckley
- 15:15 - 15:45**      **Refreshment break served in the exhibition area**  
*Kindly sponsored by LexisNexis*
- 15:45 - 17:00**      **Seminar session one**  
Please see below overleaf to choose from one of the four seminars
- 17:00**              **Close of day one**

## Thursday evening activities

- 19:45 - 20:15**      **Sparkly drinks reception**  
*Kindly sponsored by IPRS Medlegal*
- 20:15 - 01:00**      **Black-tie gala dinner**  
With live entertainment from 'The Joe Strange Band'.  
Delegates can capture the night with photos taken in the photobooth.  
*Kindly sponsored by BMS Funding*  
*Photobooth kindly sponsored by Evolution Costs Ltd*

- 09:00 - 09:25**      **Registration**  
*Principal sponsor: Smith & Williamson*  
*Friday morning revival kindly sponsored by WestCountry Case Management Ltd*
- 09:25 - 09:30**      **Welcome to day two**  
Brett Dixon, Incoming APIL President, Brett Dixon Training, Clitheroe
- 09:30 - 09:50**      **Keynote address by The Right Honourable Sir Rupert Jackson**
- 09:50 - 11:00**      **Fixed costs and proportionality**  
**Chair:** Gary Barker, APIL Costs and Funding Special Interest Group Co-ordinator, Gary Barker Training, Hertfordshire  
**Speakers:**  
Master Roberts, Queens Bench Division, London  
DJ Ian Besford, District Judge on the North East Circuit, Hull
- 11:00 - 11:30**      **Refreshment break served in the exhibition area**  
*Kindly sponsored by LexisNexis*
- 11:30 - 12:45**      **Seminar session two**  
Please see overleaf to choose from one of the five seminars
- 12:45 - 13:45**      **Buffet lunch served outside the conference room**  
*Kindly sponsored by Bush & Company Rehabilitation*
- 13:45 - 13:50**      **Welcome back**  
Brett Dixon, Incoming APIL President, Brett Dixon Training, Clitheroe
- 13:50 - 15:00**      **JPIL case and comment**  
*Session kindly sponsored by Thomson Reuters*  
Nigel Tomkins, JPIL Digest Editor, APIL Treasurer, Consultant Freeths LLP, Nottingham  
Colin Ettinger, JPIL Editor, Past APIL President, APIL EC Member, Irwin Mitchell, London  
John McQuater, Member of the JPIL Editorial Board, APIL Secretary, Atherton Godfrey, Doncaster  
Annette Morris, Member of the JPIL Editorial Board, Lecturer, Cardiff Law School, Cardiff  
Jonathan Wheeler, Member of the JPIL Editorial Board, Past APIL President, Bolt Burdon Kemp, London
- 15:00 - 16:00**      **The year ahead – a look at impending reform, risks and how to future-proof your business**  
**1. Specialist lawyers and accreditation** - Colin Ettinger, APIL EC Member, Past APIL President, Irwin Mitchell, London  
**2. Clinical negligence** - Suzanne Trask, APIL Clinical Negligence Special Interest Group Secretary, Bolt Burdon Kemp, London  
**3. Brexit, bereavement damages and fairness** - Gordon Dalyell, Incoming APIL Vice-President, Digby Brown Solicitors, Edinburgh  
**4. What lies ahead in Northern Ireland** - Martin Hanna, APIL EC Member, Francis Hanna & Co, Belfast  
**5. Personal injury damages in Ireland** - Liam Moloney, Moloney & Co Solicitors, Naas  
**6. Why be a lawyer for injured people in 2017 and beyond?** - Cenric Clement Evans, APIL EC Member, NewLaw Solicitors, Cardiff
- 16:00**              **Close of conference and farewell refreshments**

## The Care Act and rehabilitation

- How care access is working
- LA and public funding
- NHS commissioning
- The Rehabilitation Code 2015 and how it is working in practice

### Speakers:

Neil Sugarman, Outgoing APIL President, GLP Solicitors, Bury

Polly Sweeney, Partner, Irwin Mitchell, Bristol

## Court fees

- Defendant applications and abuse
- Paying the correct fee
- Court fee remissions
- How to deal with court fees
- Funding for court fees

### Speakers:

Shahram Sharghy, APIL EC Member, 9 Gough Square, London

Sarah Towler, APIL Costs and Funding Special Interest Group Secretary, Russell Cooke LLP, London

## Motor insurance and liability reform

Featuring the most significant reforms to motor insurance for 80 years.

This session will cover:

- The Untraced Drivers Agreement 2017
- Further changes to both MIB agreements likely
- Proposed changes to the Road Traffic Act 1998 and the EC Rights Against Insurers Regulations
- Proposed changes to the European Directive on Motor Insurance
- Accessing full protection under European law - pre Brexit

### Speaker:

Nicholas Bevan, APIL Fellow Emeritus, Legal Consultant and Campaigner for Reform

## Running a profitable, solvent PI practice

An interactive seminar to listen and to share best practice in challenging times for PI firms.

This session will cover:

- Why do PI practices fail?
- Pros and cons of practice and case funding
- Regulatory trips and traps
- Fixed costs and profitability
- Planning to succeed

### Speaker:

David Marshall, Past APIL President, Anthony Gold Solicitors, London

# Seminar session two: Friday, 19 May - 11:30 - 12:45\*

## Best practice

Two assessors from APIL's corporate accreditation scheme will explore with you:

- Lessons learnt from the monitoring visits
- Progressing a case in the best possible way
- Things to avoid!
- Supervision and authorisation
- File reviews
- Getting the most from your staff
- Delivering a quality service in difficult and uncertain times
- Benefits of accreditation

### Speakers:

Terry Lee, APIL Corporate Assessor, APIL Senior Fellow Emeritus, Surrey

Frances McCarthy, APIL Corporate Assessor, Past APIL President, Pattinson & Brewer LLP, London

## Evidence: If you can't prove it, you don't get it!

*Seminar kindly sponsored by  
Photofile Ltd*

This talk looks at the basic task of proving matters within the civil litigation process and at trial. It deals with proving facts in relation to both liability and damages, and witness evidence, documents, and "real evidence".

- How you can inadvertently "corrupt" facts
- What happens if there are no facts
- The use of facts to promote settlement

### Speaker:

Gordon Exall, Zenith Chambers, Leeds

## Inquests

- Update on coronial law including case law and chief coroner's guidance
- Article 2 and the scope of the inquest
- Pre inquest review hearings
- Conclusions
- Funding for inquests
- Q&A session

### Speakers:

Louise Hunt, Senior Coroner, Birmingham

Michael Rawlinson QC, Kings Chambers, Manchester

## Social media marketing for solicitors

- Making the most of your profiles, pages and blogs
- Social Search Engine Optimisation (SEO)
- Generating website traffic through social media
- Using Facebook and LinkedIn ads for targeted results
- Pitfalls to avoid!

### Speaker:

Donna Beckett, Beckett & Co, Chorley