

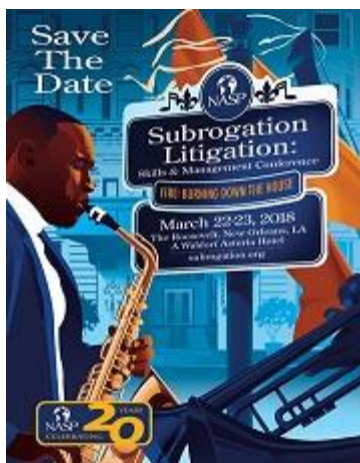


In celebration of NASP's 20th year anniversary, we will be having monthly contests on the NASP Facebook page. The winner of each month's contest will be determined by the number of likes on their response to their NASP post by the last day of the month. Each month's winner will win a commemorative NASP 20th Anniversary t-shirt. Wear the shirt when checking in at the 2018 Annual Conference in Orlando and receive a special gift from NASP!

Stay tuned to the [NASP Facebook](#) page for future contests and check out the photos that have been submitted. If you haven't liked or followed us on Facebook, now is the time!

REGISTER TODAY FOR THE

2018 SUBROGATION LITIGATION: SKILLS & MANAGEMENT CONFERENCE



Don't miss out on the 2018 Subrogation Litigation: Skills & Management Conference March 22-23, 2018 at The Roosevelt in New Orleans, Louisiana. For information on registering, exhibiting, or hotel, please, [CLICK HERE](#).

Each week we will feature a session from the upcoming Lit Skills Conference. This week's feature is:

"Negative Inference Cases: Your Invisible Smoking Gun"

Speakers:

Rebecca Wright - Rathbone Group
Steven Alsip - Rathbone Grup

Your insured's rental property suffered extensive fire damage, and the cause and origin report places the blame on a carelessly discarded cigarette butt. Of course, the cigarette butt is nowhere to be found. How can you possibly prove your case when the evidence itself was destroyed in the loss? This session will discuss strategies for you to carry the burden of proof required to win at trial (or reach a favorable settlement), including the role of circumstantial evidence, specialized discovery, social media, the relevant statutory and lease provisions at play, and recent changes to the NFPA's position on negative inference.

RESERVE YOUR BOOTH AT A NASP CONFERENCE

It's not too late to **RESERVE** a booth space at the 2018 Subrogation Litigation: Skills & Management Conference. Below are a few reasons you should exhibit at a NASP conference:

Why Exhibit?

- NASP is the largest subrogation-only trade show in the world
- Access to an approximately \$35 billion market
- Attendees best remember the names and products of those companies that continue to stay visible
- 51.2% of NASP Members are Management or Executive Management Level
- 55% of NASP's Members are Insurance Claims Professionals
- Attendees come from nearly all 50 states, Canada, the UK and beyond
- For every dollar spent on marketing your business at a trade show, the return is \$3.56*

*According to the Center for Exhibition Industry Research (CEIR)

What Does Your Exhibit Investment Include?

- A pre-conference attendee mailing list to promote your presence at the show
- One complimentary, full-conference registration for exhibitor personnel (\$1,675 value)

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- Access to all educational sessions
 - A company listing in NASP's interactive conference app
 - Professional floor management and overnight security in the exhibit hall
 - A 8' table for your booth, one wastebasket, a company identification sign, two chairs, etc. (\$350 value)
 - Access to the keynote presentation and all receptions
 - Networking amongst subrogation attendees, including Insurance Claims Professionals and Service Providers (attorneys, adjusters, brokers, experts, etc.)
 - Ribbons on your name badge identifying you as a conference exhibitor
 - Early admission to enjoy all meal functions
 - Recognition in our Subrogator magazine
 - A post-conference attendee mailing list to reinforce your presence at the show

To reserve a booth, simply call the staff office at 800-574-9961, or email [Elle Wiernik](#).

Booth Cost: Members - \$1,995 Nonmembers - \$2,500

If you'd like to become a conference sponsor, please contact [Cherish Diviney](#).

UPCOMING WEBINARS

Would you like free education without leaving your desk? NASP webinars are FREE for all NASP members! Check out our upcoming schedule:

February 27 - [The Investigation and Litigation of Fan Fires](#)

March 13 - [2017: The Year in Review](#)

March 27 - [The Subro Odyssey - Cyber Liability, Data Risk, and What it Means](#)

April 10 - [Of Mice and Mines- The Valuation of Unique Damages in Subrogating Property Damage Claims](#)

CHECK OUT the NASP Webinar Library to purchase past webinars.

Webinar recordings are FREE for NASP members!*

*Excludes CSRP and Subro College Webinar Series

2018 WORKERS' COMP BENCHMARKING STUDY

This year, NASP will be conducting a workers' comp benchmarking study. If you would like to participate in or be a sponsor of the study, please contact [Cherish Diviney](#).

NASPCASTS

Podcasts are a new benefit of your NASP membership. Learn as you go with these 10-15 minute NASPCAST segments covering the latest trending topics in the world of subrogation. Podcasts include Autonomous Vehicles; Drone Laws and Privacy Concerns, and the latest on Ridesharing and Subro Recovery. More episodes to come this year! To secure the app and login information, sign up [here](#) or contact [Rosana Palacios](#).

Need a reason to attend the 2018 Annual Conference? Listen to our latest podcast. Visit the [20th Anniversary page](#) for more information.

If you'd like to submit a proposal to present a podcast, please **CLICK HERE**.

Thank you to our newsletter sponsors!

GAUL&ASSOCIATES, P.C.
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