**LITIGATION - ECONOMIC WAGE LOSS**

1. Niche Opportunities
   1. Number of new cases per year
   2. Average fee per case
   3. Business development opportunities on every case through deposition and trial
2. Process and flow of case:
   1. Retention
      1. Obtain lawsuit to check for conflicts
      2. Engagement letter and retainer
   2. Data gathering
      1. Critical Data: Date of birth, date of accident, date of trial
      2. Determine work-life expectancy; life expectancy
      3. Income tax returns
      4. Social security records
      5. Deposition Transcripts
      6. Vocational Rehabilitation and Life Care reports
   3. Preparation of calculations and report
      1. Determination of wage base
      2. Determination of Return to Work
      3. Wageloss Worksheet
      4. Fringe benefits
      5. Offshore Meals
      6. Household Services
      7. Life Care
   4. Deposition and Trial
   5. Other considerations
      1. Federal vs State Court
      2. Maritime vs Non-Maritime