

**PPAANJ 2020 Fall Conference**

November 18th

Hotel LBI – 350 W. 8<sup>th</sup> St, Ship Bottom, New Jersey 08008

- 9:00a – 9:30a Walk in Registration
- 9:30a – 9:45a Welcoming & Introductions
- 9:45a – 10:45a **Ensuing Loss:** *Presented by Frank Winston, Esq.*
- 10:45a – 11:45a **Adjuster Negotiations: How to Maximize Your Claim Value:** *Presented by: Anthony DiUlio, Esq.*
- 11:45a – 12:00p Break
- 12:00p – 12:30p Board & General Membership Meeting
- 12:30p – 1:30p Lunch
- 1:30p – 2:30p **General Contractor Overhead and Profit in First-Party Property Claims:** *Presented by: Dan Ballard, Esq.*
- 2:30p – 2:45p Break
- 2:45p – 3:45p **Misrepresentations & Mistakes:** *Presented by Jason M. Cieri, Esq.*
- 3:45p – 4:30p Panel of Experts Q&A
- 4:30p – 5:30p Cocktail Hour