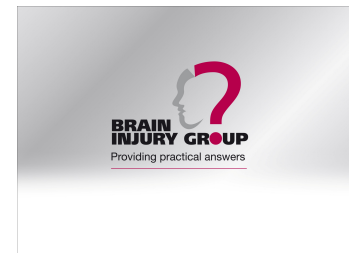


THE BRAIN INJURY GROUP

TALK BY

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WHAT IS THE BRAIN INJURY GROUP?

A nationwide network of specialist brain injury solicitors with links to allied ABI professionals which aims to deliver a comprehensive package of services (both legal and non-legal) designed to support both brain injured clients and their families and to counter negative developments in the brain injury legal world



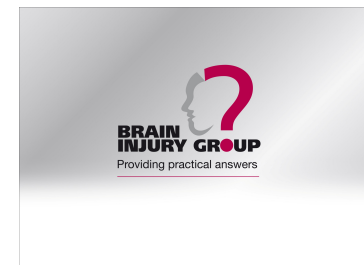
OBJECTIVES

- **Guarantee high quality of legal advice for ABI clients**
- **Altering the focus of legal proceedings whereby compensation is simply one element of the service (avoiding previous tunnel vision)**
- **Provide services which meet the wider needs of not only the brain-injured client, but also their families and carers**
- **To create easy access for brain-injured clients and their families to early experts' services in a "one-stop shop"**

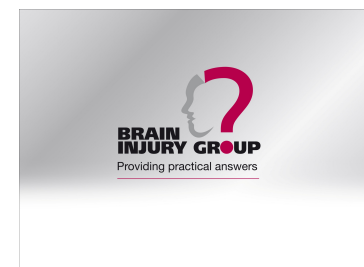
CURRENT PROBLEMS

We feel that clients are suffering as a result of:

- **Claims Management Companies and large insurers**
- **Referral fees (including those paid by insurers)**
- **Clients being bought and sold by middle-men**
- **Selection of solicitors according to who is willing to pay and without regard to quality or experience**
- **Clients and solicitors often located in different parts of the country**
- **Large firms often dealing with clients on a “factory basis” i.e. highly de-personalised**



- **Client's practical needs frequently ignored, e.g. rehabilitation, welfare benefits, funding of NHS and Local Authority funding**
- **Absence of Court of Protection facility**
- **Under-settlement of claims (in some cases, this even results in professional negligence claims)**
- **Enforced changes of solicitor halfway through (resulting in delays and general loss of confidence by client and family in legal process)**



ITS LIKELY TO GET WORSE

The Future Legal Landscape

- **The Legal Services Act 2007 (in force 6 October 2011) may well reinforce position of case management companies and insurers, and intensify level of commoditisation, and so simply exacerbate problems**
- **ABS**
- **Co-op Law/Tesco Law**
- **CMCs owning their own legal firms**
- **Insurers owning their own legal firms (e.g. DAS)**

COMMON VALUES

Discussions with other ABI professionals revealed:

- **Strong interest verging on passion for the subject of ABI**
- **Thorough knowledge of local ABI services**
- **Commitment to obtaining early rehab**
- **Concern for the wider needs of the client and client's family (i.e. not just compensation)**
- **Involvement in promoting awareness of brain injury and improving brain injury services in their communities (ABIFs, Headway, CBTS)**
- **Shared distaste of the commoditisation of clients**

AN ALTERNATIVE APPROACH

Discussions with ABI professionals throughout the UK culminated in agreement that:

- There is potentially huge value to brain injured clients in linking up like-minded solicitor firms throughout the country.**
- Such a network could enhance the variety of services each firm could offer and allow active marketing of specialist solicitors as an alternative to the “claims farmers” and “PI factories”**
- It is important that the organisation is both ethical and socially responsible**

HOW WILL WE ACHIEVE THIS?

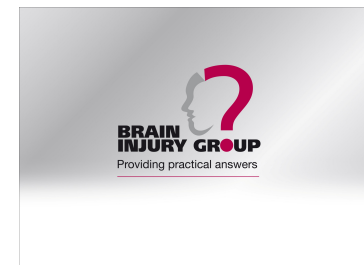
The lawyers

- We vet applicant law firms to ensure they meet strict criteria and demonstrate the requisite experienced and expertise as specialist brain injury lawyers
- They have to adhere strictly to our ethical code.
- The Brain Injury Group itself is committed to being socially responsible, including working with charities in the field (Headway) and promotion of issues (e.g. media medics)

SERVICES FOR CLIENTS AND FAMILIES

Our expertise and links with other ABI professionals will allow Clients and families to benefit from:

- **The reassurance they are choosing a specialist and experienced brain injury lawyer who will focus on broader needs, not just on compensation**
- **Early rehab review, if required, by renowned brain injury specialist, Professor McLellan**
- **Early advice from counsel including Queens Counsel**
- **A free immediate practical needs assessment by an experienced clinical brain injury case manager (to identify the needs of both the client and the family)**
- **A free family coordinator service**
- **Full welfare benefits advice service**



- **Early financial advice (including budgeting and negotiation with creditors)**
- **Long-term financial advice and planning by specialist IFA**
- **Special education needs service**
- **Legal expense insurance**
- **On-line support (including forum)**
- **Access to full Court of Protection services**
- **Services in development, including advice on NHS and LA funding, and, in the long-term, assistance with rehabilitation**



WHAT'S HAPPENED SO FAR?

We have 64 geographical areas, and we now have most taken up by solicitors

We are way ahead of schedule

We also now cover Scotland

ANY QUESTIONS?