

# Atlanta Bar and Dr. Frank Liberti

## DRAFTING DEMANDS TO COUNTER SB 68 TORT REFORM

**This 1-Hour CLE Delivers Proven Forensic Methodologies to Counter Phantom Damage Limits, Anchoring Restrictions, and Unlock Overlooked Non-Economic Damages**

### Course Description:

This CLE course examines how emerging AI technologies are being applied to address the evidentiary and valuation hurdles introduced by Georgia Senate Bill 68 (SB 68). Participants will analyze methods for transforming subjective injury descriptions into objective, data-driven demands that meet SB 68 requirements, enabling stronger negotiations, admissibility in court, and improved client outcomes. The program focuses on legal strategy, admissibility, and trial preparation and explores the use of forensic data, AMA impairment frameworks, and federal valuation benchmarks in constructing demand packages that are more likely to withstand scrutiny in negotiation and litigation, ultimately supporting better client advocacy.

*This program is accredited as follows:*

**1.0 HR**  
GENERAL  
CREDITS

### LEARNING OBJECTIVES:

**We will discuss the following:**

- Understand the scope and legal impact of Georgia SB 68.
- Identify challenges posed by the "phantom damages" clause and anchoring restrictions.
- Recognize how AI and structured trauma analysis can uncover hidden injuries
- Apply AMA impairment standards to create admissible injury assessments.
- Utilize federal expectancy data and forensic economic tools to calculate damages.
- Leveraging demand strategies into workflows to support fairer settlements and save time.

## AGENDA & TIME ALLOCATION:



00:00 - 00:10	<b>Introduction to SB 68: What Changed, Why It Matters, and How to Win Under the New Rules</b>
	<p>Position yourself ahead of the curve. In 10 focused minutes, we unpack SB 68's key provisions, the legislative intent behind "phantom damages" and anchoring limits, and what they mean for plaintiff strategy in Georgia. Walk away with a crisp framework to spot risk, shore up admissibility, and reframe valuation under the new evidentiary landscape.</p> <p><b>Key takeaways:</b></p> <ul style="list-style-type: none"><li>• <i>The two-minute "SB 68 checklist" every intake and demand must pass</i></li><li>• <i>How SB 68 shifts burdens of proof—and how to shift them back</i></li><li>• <i>Where early missteps get defense leverage (and how to avoid them)</i></li></ul>
00:10 - 00:20	<b>Phantom Damages and Anchoring: Turning Exclusions into Evidence</b>
	<p>Go beyond theory. We translate the statute's constraints into practical tactics to keep your value story intact. Learn how to neutralize "phantom damages" attacks and comply with anchoring restrictions without deflating your case value.</p> <p><b>Key takeaways:</b></p> <ul style="list-style-type: none"><li>• <i>Structuring medicals and records to survive exclusion challenges</i></li><li>• <i>Anchoring lawfully: persuasive framing that stays within the rules</i></li><li>• <i>Replacing "sticker price" pitfalls with objective, court-ready metrics</i></li></ul>
00:20 - 00:35	<b>AI-Driven Injury Audits: From Subjective Complaints to Objective, Admissible Proof</b>
	<p>See how modern AI tools transform subjective narratives into forensic-grade documentation. We'll demo trauma inventory mapping, AMA impairment alignment, and federal valuation integrations that elevate demands from "argument" to "evidence."</p> <p><b>Key takeaways:</b></p> <ul style="list-style-type: none"><li>• <i>Workflow: intake → AI trauma inventory → AMA impairment crosswalk</i></li><li>• <i>Linking symptoms to impairments and functional loss with audit trails</i></li><li>• <i>Leveraging federal life expectancy and earnings benchmarks for non-speculative valuations</i></li></ul>

## AGENDA & TIME ALLOCATION:



00:35 - 00:50	<b>Building SB 68-Compliant Demand Packages: A Step-by-Step Playbook</b>
	<p>We deconstruct a model demand under SB 68—line by line. Learn how to present medicals, impairments, and economic/non-economic components so they are both persuasive in negotiation and defensible in court.</p> <p><b>Key takeaways:</b></p> <ul style="list-style-type: none"><li>• <i>The “4-pillar” demand structure: Causation, Impairment, Function, Valuation</i></li><li>• <i>Exhibits that matter: impairment grids, functional capacity tie-ins, valuation tables</i></li><li>• <i>Admissibility guardrails: language, sources, and citations that withstand scrutiny</i></li></ul>
00:50 - 00:55	<b>Proof in Practice: Case Results and Attorney Testimonials</b>
	<p>See real outcomes from firms that implemented these methods—higher settlement ratios, stronger mediation traction, and improved client satisfaction. Learn what changed in their workflows and what you can replicate immediately on your next demand.</p> <p><b>Key takeaways:</b></p> <ul style="list-style-type: none"><li>• <i>What moved the needle with adjusters, mediators, and defense counsel</i></li><li>• <i>Before-and-after examples: narrative-driven vs. audit-backed demands</i></li><li>• <i>Implementation “quick wins” you can deploy this week</i></li></ul>
00:55 - 01:00	<b>Q&amp;A + Quickstart: Your First SB 68 Counter-Demand</b>
	<p>Bring your questions. We’ll close with a mini-demo of the formulation process and provide a concise starter kit so you can operationalize this approach the same day.</p> <p><b>Key takeaways:</b></p> <ul style="list-style-type: none"><li>• <i>The 7-point QuickStart checklist to build your first AI-audited demand</i></li><li>• <i>How to integrate the tools into existing intake and case management</i></li><li>• <i>CLE certification instructions and access to templates/materials</i></li></ul>

## TARGET AUDIENCE:



---

Plaintiff Attorneys, Legal Staff, Personal Injury Practitioners

## DELIVERY FORMAT:



---

Live Webinar / On-Demand CLE

## MATERIALS PROVIDED:



- SB 68 Legal Summary
- Sample Injury Claim Audit Report
- Sample Demand to Counter SB 68
- CLE Slide Deck
- Checklist for Building SB 68-Compliant Claims
- Countering SB 68 - Demand Requirements eBook

## PRESENTER BIO:



---

Dr. Frank Liberti, CEO of INTELDAAS, the AI-driven demand analysis system and SB 68-Optimized Demand Formulator, backed by a member of a Shark Tank, CLE accredited in all MCLE states, credentialled by Northeast College of Health Sciences and featured in Attorney at Law magazine, is a nationally recognized injury valuation expert, author, keynote speaker at 18 state trial lawyer associations, former medical witness for the NJ State Supreme Court during the Verbal Threshold Tort Reform, and developer of the patented INTELDAAS AI tech injury claim audit system. His career spans over four decades of multidisciplinary expertise in medical-legal intersections, claim valuation, and forensic documentation. His works have been featured on CNN, NBC, Attorney At Law Magazine and Entrepreneur Magazine.