



# Calculating and Presenting Lost Profits Damages

Thursday,  
April 28, 2016  
3:00 – 5:00 p.m.

World Trade Center,  
Mezzanine, Building 2,  
26 SW Salmon, Portland

Registration forms with  
payment must be received by  
the MBA office by April 27.

*The MBA will apply for two  
hours of OSB MCLE credit.  
Washington MCLE credit may  
be obtained individually.  
Registrants who miss the  
seminar may request the  
handout materials. Sorry, no  
refunds. Substitutions are  
welcome; non-members may  
be subject to an additional  
fee. Accommodations  
available for persons with  
disabilities; please call in  
advance for arrangements.*

Would you like to understand lost profits calculations so that you can effectively cross examine an expert? Or do you know what information to request from opposing parties to support lost profits calculations? You may also want to make your own simple calculations as part of an early case risk/return assessment. This course will teach you fundamental steps for calculating lost profits, present information necessary to support key assumptions, summarize the legal framework that defines lost profits damages, and provide tips on presenting lost profits damages at trial. Damage expert **Serena Morones**, CPA, ASA, ABV, CFE has 20 years of experience calculating lost profits damages and testifying as a damage expert witness. Ms. Morones has helped lead some of Oregon's most complex commercial damage cases to successful conclusions through expert testimony or assistance with settlement. **Shannon Armstrong** is a shareholder at Markowitz Herbold PC. She represents clients in high-stakes business disputes in state and federal courts. Her cases involve a range of business issues including partnership disputes, fraud, unfair trade practices, contract and construction disputes, breach of fiduciary duty, and class actions. She has tried cases in state and federal court, argued key pretrial motions, taken and defended party and expert depositions, and managed commercial class action litigation.

**For more information:** Call Mindy Stannard, McKinley Irvin at 503.487.1645. For registration questions, call the MBA at 503.222.3275.

Name \_\_\_\_\_  
Firm \_\_\_\_\_  
Billing Address \_\_\_\_\_  
\_\_\_\_\_  
Phone \_\_\_\_\_ OSB # \_\_\_\_\_

**Register me for the seminar as indicated:**  
 MBA Member \$60.00  
 Non-MBA Member \$95.00

**I will not be attending but would like to order:**  
 CD ROM / & Handouts (Member) \$60.00  
 CD ROM / & Handouts (Non-Member) \$95.00

Send form and payment to:  
**Multnomah Bar Association**  
620 SW 5<sup>th</sup> Ave Ste 1220  
Portland OR 97204  
Fax 503.243.1881 (for credit cards only) Ph 503.222.3275

**Payment Options:**  
 Check (enclosed) *or*  
 Visa       MasterCard       American Express

Acct # \_\_\_\_\_

Exp. Date \_\_\_\_\_ Security Code \_\_\_\_\_

Signature \_\_\_\_\_