

Networking to Overcome Impediments

By Jeffrey M. Baill, Yost & Baill, LLP



I was recently elected to be an officer in the Hennepin County Bar Association. One of the issues most Bar Associations across the country are struggling with is membership. Lawyers are just not joining or staying in their local Associations. There are a lot of reasons why this is happening. One of those reasons is that specialty organizations, like NASP, provide more targeted benefits to people who care about a specific area of practice. As I work with my Bar Association to help build the organization, I keep thinking about NASP and the advantages we have as an organization. NASP is focused on one industry, Subrogation. Our goal has always been to be the leading source of education dedicated to our field. The theme of this issue of the *Subrogator* is overcoming impediments to subrogation. That really is a good generic description of what our organization does. We are a resource for everything subrogation. Any impediment faced by a member may be overcome by finding advice and guidance through NASP.

At the Board level, we spend a lot of time talking about opportunities for networking. Whether at Chapter meetings, National Conferences, or through the Member Forum, we all get the chance to meet other members. How does this help us be better at our jobs? First, I think we can all agree that each day in subrogation has the potential to present a new fact pattern, a new issue, a new subject matter that you may have never seen before. While we may not readily admit it, access to people and information outside of our own companies can help us each become more knowledgeable and more efficient. NASP members, through their experience and willingness to share, frequently assist others in finding answers to situations like these below:

1. I have a new auto subro case against multiple parties including some PIP issues. Is the claim subject to intercompany arbitration?
2. I have a case where someone is cutting down trees at a new construction site. The tree falls on a different subcontractor who has serious injuries. I am investigating a potential work comp subro case. What kind of expert do I need? Where do I find that person?
3. I am handling a product liability case against a large manufacturer. This is the first time I have had this type of case, but I know others have been involved in suing this defendant? How do I avoid recreating the wheel and get background information on what I need to know to proceed on the case.

4. I have been hired by a client to handle a large loss in a jurisdiction I don't normally practice in. How do I find local counsel who I can trust to help me handle this important case?

All of the situations listed above are potential impediments to effectively handling a subrogation claim. Without answers or guidance, a subrogation professional may start down the wrong path. Each of these situations may apply to attorneys or claims people. The reality is, in each of these instances, a fellow NASP member may have information that could help you move forward by sharing the knowledge they have. I have always said that five minutes on the phone can save you five hours of work. Frankly, this probably underestimates the value of networking. Information is the answer to almost all impediments. That is where our trade association and your involvement in it really pays off.

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