



Heads of Damages - Primer
Desk Reference Manual

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Introduction

No matter how brief one's experience working in a personal injury practice (whether as a lawyer or in support of one) is, at some point they have undoubtedly been asked, "What's my claim worth?" by a client. While the *Legal Profession Act* prohibits non-lawyers from giving legal advice regarding the value of a claim or otherwise, it is of great benefit for counsel of record to have legal staff who can properly identify and evaluate a file, for the purposes of assessing quantum. Not only cost-effective, it allows the lawyer to create a team approach for the client. The better understanding one's support team has of the issues and evidentiary requirements for a file, the more effective the lawyer's team will be.

The first step in evaluating quantum of a claim is learning what heads of damage are compensable. This desk reference manual, *Heads of Damages – Primer*, was written specifically to assist with the identification and quantification of heads of damage that pertain to automobile personal injury claims in British Columbia. This manual will introduce the student to each of the heads of damage, and sample case studies have been included to help the student understand the key concepts when valuing each head.

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