

Effectively Negotiating With the Insurance Adjuster

Demanding for Dollars



It's a marathon not a sprint.

Peeling an Onion, The elevator speech, Bootstrapping.



It's a name not a number

- personalize your client
- explain the injuries



Here is what they know

What is the other side thinking?
WWW.CLAIMSJOURNAL.COM

Let's be friends

- “It is vital to develop a positive relationship with the claimant before he or she retains an attorney” (Denise Johnson, Claims Journal. 4.19.2011 “How to Negotiate Claims”)



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"Effectively Negotiating with the Insurance Adjuster"