


## EFFECTIVELY NEGOTIATING WITH THE INSURANCE ADJUSTER: DEMANDING FOR DOLLARS

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## DEMANDING FOR DOLLARS: MAXIMIZING SETTLEMENT VALUE WITH DEMAND LETTERS AND ANALYSIS

- **Know Your File**
  - **Knowing what Adjuster wants to know**
  - **Knowing Your Client**
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## DEMANDING FOR DOLLARS: MAXIMIZING SETTLEMENT VALUE WITH DEMAND LETTERS AND ANALYSIS

### Things to ask:

- Do you have prior claims?
- Did you have any of these injuries before the accident?
- Do you have a criminal record?
- Have to already spoken to the adjuster?
- Did you tell the adjuster you were injured?

## DEMANDING FOR DOLLARS: MAXIMIZING SETTLEMENT VALUE WITH DEMAND LETTERS AND ANALYSIS

- Use your knowledge to help the adjuster set a reserve

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## Title search: Effectively Negotiating with the Insurance Adjuster: Demanding for Dollars

Also available as part of the eCourse

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