


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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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?

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- 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

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First appeared as part of the conference materials for the
2017 The Car Crash Seminar session
"Medical Records"