


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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