


## 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

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