

# How to Move the Insurance Adjuster Needle:

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## My Goal For Today:

- ▶ Demonstrate how move the adjuster's evaluation of the case in the direction of your evaluation of this case.



## This NOT a Collection of:

- ▶ 'Home Run Balls',
- ▶ 'Slam Dunks'
- ▶ 'Smoking Guns'

Intended to close the case for the sum of money you are seeking.

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"Moving the Insurance Adjuster Needle"