

# How to Move the Insurance Adjuster Needle:

Ross S. Crossland  
Austin, Texas  
Crosslandlaw@att.net





## 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.

## ***The Parties:***

- ▶ Plaintiff:
- ▶ Plaintiff's Counsel:
- ▶ Defendant
- ▶ Defendant's Counsel:

## ***The Insurance Adjuster”***



Find the full text of this and thousands of other resources from leading experts in dozens of legal practice areas in the [UT Law CLE eLibrary \(utcle.org/elibrary\)](https://utcle.org/elibrary)

Title search: How to Move the Insurance Adjuster Needle

Also available as part of the eCourse

[2020 The Car Crash eConference](#)

First appeared as part of the conference materials for the  
2020 Car Crash Seminar session

"Moving the Insurance Adjuster Needle"