

## 2021 Car Crash Seminar

# Negotiating with Insurance Companies: How to Maximize Case Value Through Case Preparation and Presentation of the Demand Package

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## Elements of Good Case Preparation

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- Understand the facts of loss
- Investigate aggravating factors and negative facts
- Understand and document the client's injuries
- Practice good case communication

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## Understand the Facts of Loss

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- Review the car accident with the client
- Gather evidence from law enforcement agencies
- Get witness statements early
- Secure evidence from the defendant
- Identify all sources of recovery

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## Investigate Aggravating Factors and Negative Facts

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- Proving gross negligence
- Identify violations specific to commercial vehicles
- Investigate the defendant's background

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## Understand the Injuries

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- Document symptoms and the course of treatment
- Order the client's medical records
- Educate yourself about an injury

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## Communications with the Client

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- Build a rapport with clients
- Steer clients to appropriate medical providers
- Advise clients on paying for treatment
- Prevent self-sabotage

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## Title search: Negotiating with Insurance Companies: How to Maximize Case Value Through Case Preparation and Presentation of the Demand Package

Also available as part of the eCourse

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