

AUGUST 2023

UT LAW CLE

 **TEXAS Law**
The University of Texas at Austin
School of Law

NEGOTIATING WITH INSURANCE ADJUSTERS

JEFF JURY

Lakeside Mediation Center, Austin, Texas
Adjunct Professor, The University of Texas at Austin

1

UT LAW CLE

 **TEXAS Law**

Disclaimers

- Mediations are **confidential processes**; I will not disclose confidential communications made in an ADR proceeding.
- My practice experience includes representing insurance companies and their insureds; I will not disclose confidential party-agent or privileged attorney-client communications.

2

Goals for our 30 minutes...

- Reframe your thinking about insurance adjusters as **negotiating counterparts**.
- Reconsider your approach to the negotiation **process**.
- Refresh or expand your negotiation **skills**.

3

Our Highlighted Terms

- **COUNTERPART**
- **PROCESS**
- **SKILLS**

4

PART 1

COUNTERPARTS

5

UT LAW CLE

 TEXAS Law

COUNTERPARTS

- The insurance adjuster is your negotiation **counterpart**.
- **Counterpart** is different from **adversary**.

6

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: Negotiating with Insurance Adjusters

First appeared as part of the conference materials for the
2023 The Car Crash Seminar session
"Negotiating with Insurance Adjusters"