

Case Audit Settlement Evaluation, LLC & Dr. Frank Liberti & Associates

Present A 1 Hour CLE Approved Seminar

How To Reverse Unfair Undervaluation of Bodily Injury Claims

When a personal injury client entrusts their well-being into your hands, you are up against an armory of Insurance company tactics designed to contain costs by unfairly lowering the valuation of a bodily injury claim. There is often no legal or factual basis for low valuations. This course is designed to prevent, counter and reverse such tactics when they occur.

This program is accredited as follows:

Ethics Credits: 1.0 Hour

Insurers' often hold little respect for skill, experience or knowledge. Insurers engage "Unfair Claims Settlement Practice Acts" (UCSPA's), and adjusters violate their own "Ethic's Codes of the Adjuster" on almost every injury claim.

Insurers also engage software's as Colossus (now with 80 versions) and have also created "Business Process Improvement" (BPI), and IME's who dispute, deny, delay and defend their use of unfair claim settlement practice acts.

These are the cost containment measures used by insurers that result in unfair, unrealistic, low settlement valuations for the injured. Insurers are aware that only approximately 3% of bodily injury claims go to court and therefore challenge plaintiff's attorneys by rendering unfair undervaluation of injury claims.

This presentation will aid to protect your injury clients' rights with effective methods now being used to prevent and reverse unfair settlement valuations and reduce the need for trial as we review how to:

- Establish the preponderance
- Eliminate varying opinions
- Win the "Greater Weight" of the evidence challenges
- Identify and counter USCPA's & Ethics Codes Violations of the Adjuster
- Reverse unfair injury valuation

Seminar Presentation Overview and Timed Syllabus

We will discuss the following:

- The seven (7) Mistakes that always lower injury claim valuation and how to avoid them
- Evidence-based data required to counter the UCSPA's, Ethics Code Violations and IME's that dispute claim factors and rubber stamp injury claim denials
- How to draft a Rebuttal when there is no legal or factual basis for inadequate explanations of disputes, denials and undervaluation's
- How to obtain and use the memorialized copy of the diary of the claim to expose and reverse UCSPA's

- Five (5) key questions to ask adjusters that will expose their use of UCSPA's and Ethics Code Violations
- Prepare Direct and Cross Exam line of medical questioning for deposition, mediation or trial
- Court process to establish the preponderance and win the greater weight of the evidence challenges

Seminar Syllabus

9:00 a.m.	Registration
9:00–9:15	The Seven (7) Mistakes That Always Lower Injury Claim Valuation <ul style="list-style-type: none"> • The 12 Unfair Claims Settlement Practice Acts (UCSPA's) • The; "Value Drivers", "Case Maximizers" and "Enhanced Multipliers" of an Injury claim • Understanding the "Decision Points" that determine and input added settlement valuation • How Value Drivers and Decision Points convert into settlement dollars • The Decision Point to Dollar Translation Percentage Multiplier Formula
9:15–9:30	How to Prevent Missing and Overlooked Value Drivers <ul style="list-style-type: none"> • The most commonly missing Value Drivers and Decision Points • How missing Decision Points = Missing Settlement Valuation • Making sure the Decision Points are contained within the demand • 4 main Decision Point Categories that determine medical value • Checklist to identify 60 decision points • How Value Drivers and Decision Points convert into settlement dollars • The Decision Point to Dollar Translation Percentage Multiplier Formula
9:30-9:45	The Process of "IMV Injury Claim Audit" to Reverse Undervaluation's <ul style="list-style-type: none"> • Court process to win the greater weight challenges • How to establish the preponderance of evidence and eliminate varying opinions • Countering Ethics Codes Violations of an Insurance Adjuster
9:40-10:00	Formulation of a New Demand to Resubmit and Reverse Undervaluation's <ul style="list-style-type: none"> • Formulating a 24-31 section demand in the correct language, format and sequence to exchange sufficient data, interface and input added valuation in today's bodily injury insurance claim.