

Dr. Frank Liberti & Associates

Present A 90-Minute CLE Approved Course

How To Reverse Unfair Undervaluation of Bodily Injury Claims

INJURY CLAIMS PRESENTED TO INSURANCE COMPANIES COULD RESULT IN HIGHER VALUATIONS



The power of AI is revolutionizing the world of insurance claims, but not just for insurers! Say goodbye to undervalued injury claims as this course reveals how plaintiff's representatives can uncover hidden gems in the form of overlooked non-economic decision points and value drivers and effectively present them in the optimal language, sequence and format to interface into the insurance company's AI software that can potentially reap the benefits of increased valuation. And you won't need to buy AI software.

It wasn't until this course and the accompanying book that serves as the handout that lawyers learned about the Injury and Impact analysis and all it entailed to interface added valuation into an injury claim, something no medical professional had ever mentioned before when assessing the injury.

The medicals are one of the most important components of injury claims, and compensation is being lost for overlooked non-economic elements of the claim.

This course teaches how to incorporate the following factors to add recoverable compensatory elements and damage awards:

- **Electronic Trauma and Symptom Inventories**
- **Clinical and Validity Scales**
- **New Injury Severity Scores**
- **Economic Measurements**
- **Overlooked Monetary Markers**

SEMINAR PRESENTATION OVERVIEW AND TIMED SYLLABUS



We will discuss the following:

- How to get clients to complete a Trauma and Symptom Inventory questionnaire online to represent the full effects of the impact and add overlooked value drivers
- How the plaintiffs representative can assess Loss of services in all eight (8) categories, TRUE pain & suffering, emotional distress, and cognitive disorders, to add to the demand to enhance compensatory damages
- How COVID Regulations on Telehealth can be used to by the plaintiff's representative to convert the initial diagnoses into a loss of function with ratings to increase the entire medical valuation by twenty-five (25%) percent.
- How to plug-in economists' calculations based on Federal Government 'Expectancy Data' with Bureau of Labor and Occupational Employment surveys to translate the effects of the injuries to a dollar amount

This program is accredited as follows:



SEMINAR SYLLABUS



5:00 PM – 5:30 PM	Registration
5:30 PM – 5:45 PM	Factors To Convert Small Claim Valuation Into Maximum Damages
	<ul style="list-style-type: none">• How to get clients to complete the Trauma and Symptom Inventories• How to detect the mostcommonly overlooked non-economic“Value Drivers”, “Case Maximizers” and “Enhanced Multipliers” of an Injury claim• How Value Drivers and Decision Points convert into settlement dollars• The Decision Point to Dollar Translation Percentage Multiplier Formula

5:45 PM – 6:00 PM	<p>The Non-economic Medical Damages Most Doctors Overlook</p>
	<ul style="list-style-type: none"> • The true formula for Pain & Suffering Past and Future (not what you think) • Why emotional distress and cognitive disorders should always be part of an injury claim • Surfacing deficiencies that are often overlooked but are found to exist at work, home, school, recreation and within family relations
6:00 PM – 6:15 PM	<p>How The Federal Expectancy Data Can Add Valuation to an injury claim</p>
	<ul style="list-style-type: none"> • Understanding and using the Federal Expectancy Data and incorporating the data in the demand to increase the claim valuation • How to use Bureau of Labor and Wages, Occupational Employment Surveys, Dollar of the Day values and Time Use Surveys to input added injury claim valuation • When to use Replacement, Market or Per Diem values to represent losses
6:15 PM – 6:30 PM	<p>How To Convert Non-Economic Damages Into a Dollar Amount</p>
	<ul style="list-style-type: none"> • How applying economists' calculations to convert non-economic (medical) damages into a dollar amount is paramount for maximum valuation • How insurers recognize the Analysis of Variance (ANOVA) and The Abbreviated Injury Scale (AIS) to code injuries and The Injury Severity Score (ISS) and New Injury Severity Score (NISS) to measure injury severity and determine the range of worth of an injury claim
6:30 PM – 6:45 PM	<p>The Nexus Report</p>
	<ul style="list-style-type: none"> • A manner in which to acquire a Nexus Report that is available to all plaintiffs to prevent disputes and cost containment tactics of the insurers • How to establish evidence beyond the preponderance and eliminate varying opinions of IME's, AME's QME's and adjusters • Countering Ethics Codes Violations of an Insurance Adjuster

6:45 PM – 7:00 PM	The Injury and Impact Analysis
	<ul style="list-style-type: none">• Formulating a 24-31 section demand in the correct language, format and sequence to exchange overlooked and complex data described within this course to interface and input added valuation in today's bodily injury insurance claim to counter the insurers' use of AI.