

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

Present A 1 Hour CLE OnDemand Course

## Managing And Winning A Personal Injury Claim Enhance Valuation, Prevent And Reverse Undervaluation

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 personal injury claim.

There is often no legal or factual basis for low valuations. This course reveals how to enhance valuations, prevent and counter low valuations.

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

Insurers all engage software's as Colossus (now with 80 different software versions) and have also created "Business Process Improvement" (BPI) which many are unaware of, and they employ IME's, & CME's all for the purpose of containing costs. Insurers are known for the 4 D's: Dispute, Deny, Delay, and Defend undervaluation, along with their varying opinions.

**This program is accredited as Follows:**

**Ethics Credits: 1.0 Hour**

### OnDemand Course Overview and Timed Syllabus

**1:00–1:30 p.m.**

#### **The Seven (7) Mistakes That Always Lower Injury Claim Valuation**

- Formatting That Prevents Denials Of Claim Factors
- The Often-Missing Factor That Is Worth 25% Of The Entire Medical Claim
- What Overlooked Threshold Injuries Lower Claim Valuation
- Medical Exhibits That Input Added Valuation
- Client Injury Concierge Online Questionnaire That Surfaces Missing Value Drivers
- The 12 Unfair Claim Settlement Practice Acts (UCSPA's) That Lower Claim Valuation
- How To Detect And Prevent Adjusters From Violating Their Own 48 *Ethics Codes Of The Adjuster*
- The "Value Drivers", "Case Maximizers" And "Enhanced Multipliers" Of An Injury Claim That Input Valuation

Course Overview and Timed Syllabus

- Understanding The “Decision Points” That Determine And Input Valuation Into The Injury Claim
- How Value Drivers And Decision Points Convert Into Settlement Dollars
- The Decision Point To Dollar Translation Percentage Multiplier Formula

**1:30–1:45**

### **How to Prevent Missing And Overlooked Value Drivers**

- The Most Commonly Missing Value Drivers And Decision Points
- How Missing Decision Points = Missing Settlement Valuation
- Inputting Decision Points Into The Demand
- The 4 Corners And 24 Sections Of The Injury Claim
- Checklist Of 60 Decision Points To Include In The Demand

**1:45-2:00**

### **Formulation Of A 24 Section Demand To Enhance Valuation And/Or Reverse Undervaluation After The Fact**

- Formulating A 24-Section Demand In The Correct Language, Format And Sequence To Exchange Sufficient Data, Interface And Input Added Valuation In A Personal Injury Insurance Claim.
- How To Draft A Rebuttal When There Is No Legal Or Factual Basis For Inadequate Explanations Of Disputes, Denials And Undervaluation's
- Court Process Of IMV To Establish The Preponderance And Win The Greater Weight Of The Evidence Challenges