

# NEGOTIATING WITH INSURANCE ADJUSTERS

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## 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.

## 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

## COUNTERPARTS

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

6

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## Title search: Negotiating with Insurance Adjusters

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