

Strategic Negotiation Avoids Litigation and Controls Settlement Costs

CHALLENGE

A low impact accident produced an initial settlement demand of \$1 million and escalating litigation risk.

SOLUTION

Through disciplined negotiation and continued engagement after litigation was filed, the adjuster resolved the claim within recommended authority.

INDUSTRY

Insurance

LOCATION

U.S.A.

CLAIM TYPE

Liability

RESULTS

\$975K

in savings from initial demand