



Negotiating With Insurance Companies

Joseph Vaccaro

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Many plaintiffs' attorneys waste negotiating time by presenting information to adjusters in ways that do not resonate with them. *Negotiating With Insurance Companies* will teach you how to increase the size of your clients' settlements by using language, arguments and evidence that move adjusters and claims personnel.

Packed with proven, practical advice culled from author Joseph L. Vaccaro's 40 years of insurance claims handling experience, this book brings you an insider's perspective on how to establish coverage, how to influence the carrier's reserves on your claim, and how to gain a tactical advantage in negotiations, mediation and litigation. Discover strategies for handling issues related to:

- Personal auto claims
- Commercial auto/truck claims
- General liability claims
- Big damages, bad liability cases
- Own occupation disability income claims
- Non-ERISA health insurance claims
- Homeowners and commercial property losses
- Bad faith

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