

Staged Vehicle Collisions in 2014

FORENSIC INSIGHT with LITIGATION SAVVY

It takes both...

The insurance industry continues being hit by the pervasive wave of staged collisions. Beyond the swoop and squat, beyond the MIST claim -- the players are more sophisticated and brazen. Economic pressures continue to inflate the problem; insureds who aren't common criminals are more willing to commit fraud against their insurance companies.







However, there is no real need to discuss the problem. This seminar is not designed to laden you with statistics and TV news clips of the latest ring busted in L.A., but to give claims professionals a unique hands-on experience to better discover, prove and litigate fraud.



***Participate in a Live
Vehicle Collision
Demonstration***

We will be conducting a series of Live Vehicle Collisions for hands-on analyses.

Attendees will learn some basic forensic tools to more readily identify fraud indicators and actually *prove* fraud. Physical damage analysis techniques will be discussed both in lecture and our vehicle collision demonstration to determine:

-  Direction of Vehicle Travel
-  Damage Matchup with Insured v. Claimant Vehicles
-  Fixed Object or Vehicle-to-Vehicle Damage
-  Moving or Stopped When Damaged
-  Event Data Recorders (Black Box Technology)
-  Vehicle Evidence Preservation and Documentation (Photo-documentation)

Physical evidence is powerful, but with today's sophisticated fraud, many times it is the statements that prove it. Armed with some basic forensic skills, your statement taking becomes more precise and critical information is gained that many times is never asked. Strategic statement taking will be discussed and a questionnaire for future efforts will be provided. Effective photo-documentation and evidence preservation is critical for definitive conclusions and success in the courtroom. Photo techniques to achieve a solid foundation will be thoroughly covered.

And finally, all your claims handling efforts are for not without sound-legal strategy and willingness to hold your position. Treading the waters of first party bad faith is not for the faint of heart... What constitutes legal foundation to deny a claim and how to carry your case successfully through litigation will be covered with strong and uniquely experienced qualifications.

Who should attend:

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| ✚ | Claims Managers | ✚ | Defense Counsel |
| ✚ | Claims Examiners | ✚ | Prosecutors |
| ✚ | SIU Investigators | ✚ | Investigators |
| ✚ | Auto Appraisers | ✚ | MD Managers |

Date: Wednesday, October 8, 2014

Location:

Pacific Palms Resort
One Industry Hills Parkway
City of Industry, CA 91744
626-854-2315

Schedule:

8:30 a.m. – 9:00 a.m.	Registration/ Continental Breakfast
9:00 a.m. – 12:00 p.m.	Lecture
12:00 p.m. – 1:00 p.m.	Lunch
1:00 p.m. - 2:00 p.m.	Collision Demo
2:00 p.m. – 3:30 p.m.	Lecture/Closing

Fee: \$75.00

Class Director:

Mr. Bill King, President and CEO Impact General, Inc.;
Director of the National Institute of Forensic Studies

Instructors:

Mr. Michael Rice and Mr. Dan Mahoney
Collision Reconstruction Experts
Mr. Jonathan Colman, Attorney-at-Law

Hosts:

Impact General, Inc.
National Institute of Forensic Studies
Colman Macdonald Law Group LLP

Continuing Education:

This event is approved for 5 credits by the State Bar of California for Mandatory Continued Legal Education (MCLE).

California Department of Insurance Continuing Education units for Independent Adjusters and Agents/Brokers currently pending.

**Vehicles for Collision Demonstration provided with help from our friends at
Kemper Insurance and Copart**

TO REGISTER:

Call Impact General, 714-532-1621 or 800-688-1628

Or E-mail to: Liz.Vasquez@impactgeneral.com

Major credit cards accepted