

# CLE Seminar

## Dr. Frank LIBERTI

Speaker, Author

### How To Prevent Unfair, Lowball Settlements



Like you, plaintiff advocate, expert witness and medical-legal author, Dr. Frank Liberti has been victim to insurance company's unfair claims practices over the years. Is it a way of business life? Is it simply arrogance on the part of the adjuster? Is it all about the situation? Will it continue to persist? Or, is there a different story?

With over three decades as a keynote speaker and most importantly, being instrumental in setting precedent at a State Supreme Court level against the "Verbal Threshold", a law that imposed severe limitations on law suits for auto accidents and threatened to eliminate suits for soft tissue injuries, Dr. Liberti proved that soft tissue injuries meet "Serious Injury Threshold" and has since dedicated his work to show his chiropractor peers and plaintiff attorneys how to prevent disputes, denials, lowball settlements and win the Greater Weight of the medical evidence challenges, even in the presence of unfair insurer claims tactics.

His view is radically different. Dr. Liberti appreciates and shares with chiropractors and attorneys, that fighting back against unfair claims tactics is most effective when you use the insurance companies own strategies against them. The insurance companies hired consultants who created "Procedural Intelligence Codes" and their own set of "Decision Points" that determine settlement value. Yet since 2004, they continue to ignore a Superior Court order to release the codes and points, making it difficult to defend against without such knowledge. Through his books and seminars, Dr. Liberti reveals how to use the insurance company's codes and points against them and prevent unfair claims acts and lowball settlements.

#### **Attorneys call the system, Genius.**

"I am extremely impressed by this analytic approach to presenting settlement demands. It is 'genius' using the insurance companies' own procedural intelligence codes and decision points against them".

Dr. Liberti, sometimes referred to as the "Motivator" for his ability to stir up a group, is known for his practical, street-savvy style; Dr. Liberti's fusion of real-life experience and his advocate stance against unfair settlements for the injured, connect with his audience at an intimate, intense and individual level.

Dr. Liberti created Zeus, both a medical record and legal demand formulator system to counter the insurance companies unfair use of their claims settlement software's as Colossus. Attorneys team with Dr. Liberti and refer to the chiropractor's who use the Zeus medical record system when they want to prevent unfair claim settlements, eliminate varying opinions, win the Greater Weight of the evidence challenges and save time.

#### **Another attorney quoted:**

"I just wanted to call and thank you. I want you to know that I am a very successful lawyer, senior in the largest law firm in one of the largest cities in Texas. I have been doing this a long time. I don't make many phone calls these days but I wanted to call you personally to thank you. Don't get me wrong, life has been very good to me, but you just made it better. Even if it didn't increase settlement value, your system of producing demand letters has saved my firm so much time that I would pay you whatever you wanted. Thank you."

#### **A Superior Court Judge said:**

"In all my years on the bench, I've never seen anything this powerful before".

Dr. Liberti is the author of the Amazon acclaimed 'Best Written' "Direct Cross Exam – Masterful Tactics For The Diligent Medical & Legal Expert", he also authored: "Personal Injury Mandates Of Litigation", "How to Beat The Verbal Threshold" and his latest book: "Unfair, Lowball Settlements Not Accepted".

Dr. Liberti is also Founder and President of the national Accident Victims Advocate Forum ([www.accidentvictimsadvocateforum.com](http://www.accidentvictimsadvocateforum.com)), founder of Case Audit Settlement Evaluation, LLC, a company that provides Independent Medical Validations to show that the physician has adhered to evidence-based medical data and meets the burdens of proof that establishes the preponderance of the evidence.

His greatest accomplishment, Dr. Liberti created Zeusclaim, a personal injury record system for physicians and Zeusdemand, a personal injury demand formulator for plaintiff attorneys, to counter Colossus and insurance company unfair claims acts and low settlement valuations.

Since 2009 he has worked in a coordinated effort with Chiropractors' and Attorney's to produce the Zeus systems, which after 6 years of testing, refinement and operating with hundreds of cases, has been recognized for its superiority and is now being licensed to over twenty electronic medical record (EHR) companies who recognize the advantages and will make the Zeus personal injury system available as an add-on to their current systems . The Zeus project was specifically designed to assist chiropractors and attorneys to use the insurer's own procedural intelligence codes and decision points against them in a manner that would prevent unfair claims practices, disputes, denials and low settlement valuation by the Insurance Companies. Zeus has been tested in "Real World" application and proven successful. Zeus systems' are very affordable and made available on trial basis to chiropractors and attorneys.

Use the Zeus system and you'll operate at the highest level of core competence to... eliminate adjuster and IME disputes, denials and varying opinions, establish the preponderance, win the Greater Weight of the medical evidence challenges and enhance settlement valuation, leading to increased overall respect within the medical-legal community resulting in increased attorney referrals.

In addition to his speaking skills, Dr. Liberti is a consultant and has had over fifteen thousand legal and chiropractic professionals attend his seminars on personal injury. If you select him as a speaker for your group, you will make many chiropractors and plaintiff attorneys very happy.