

SEMINAR

Settling Cases Involving Insurance Companies

From evaluating and valuing a case to negotiation and mediation with insurance companies

In order to obtain a fair settlement for your client, it is important to understand issues relating to insurance companies and how they handle cases. What does the insurance company need to evaluate a case for settlement? How are cases valued?

Hear from an adjuster, a mediator, practitioners (plaintiff and defendant), and a litigation consultant on this expert panel. They discuss how to effectively communicate with the insurance company, the mediator, and counsel. In addition, learn the tips and tricks of the trade—what are effective negotiation practices? A mediator delves into his experiences in settlements involving insurance companies and explains the role that mediation and mediators can play. The panel also speaks to their experiences representing parties in mediation, both plaintiffs and defendants, and the impact of coverage issues and multiple insurers. Don't miss your chance to learn the ins and outs of settlements involving insurance companies and be prepared for your next case!

Agenda

- Settlement Demands and Valuation
- Mediation: When, In What Circumstances, and What to Expect?
- Negotiation Skills, Tactics, and Strategies for Your Next Settlement Negotiation or Mediation
- Issues Impacting Settlement Negotiations
 - Liens
 - Coverage/Bad faith issues impacting settlement negotiations
 - Multiple plaintiffs
 - Involvement of multiple insureds
 - Handling multiple defendants, multiple insurers, and/or multiple layers of insurance
 - Bad faith claims and their impact (G.L.c. 93A/176D)
- “Ask the Experts” Q&A Session

Faculty

Laura Meyer Gregory, Esq., *Sloane and Walsh LLP, Boston*, Chair

Shari Belitz, *Shari Belitz Communications, New York, NY*

Marie E. Chafe, Esq., *Cornell & Gollub, Boston*

J. Michael Conley, Esq., *Kenney & Conley, PC, Braintree*

Andrew S. Nadolna, *JAMS, New York, NY*

Dates & Location

LIVE WEBCAST

Tuesday, December 7, 2021
9:30 am–12:30 pm

Register at www.mcle.org
Program Number: 2220002WBC

REBROADCAST

Wednesday, December 22, 2021
2:00 pm–5:00 pm

Register at www.mcle.org
Program Number: 2220002RBC

REBROADCAST

Thursday, December 30, 2021
9:30 am–12:30 pm

Register at www.mcle.org
Program Number: 2220002RB1

ON DEMAND WEBCAST

View after Thursday, December 30, 2021

Register at www.mcle.org
Program Number: 2220002WBA

Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Sponsor Members
- \$183.75 New Lawyers admitted to law practice after 2018, Pending Admittees, Law Students, and Paralegals

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Materials

The materials for this program include MCLE's practice handbook, *Massachusetts Liability Insurance Manual*, which, along with any other materials, can be downloaded via the link emailed to you upon registration.

Also, there is no need to take extensive notes. Two weeks after the live webcast, all registrants receive a link to a verbatim transcript of this program.

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 - 6-10 250
 - 11-25... 500
 - 26-75... 1,000
 - 76-150 ... \$ 2,500
 - 151-250 .. 3,500
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