

HIGHLIGHTS

Maximizing Damages in Small Personal Injury Cases

Ellsworth T. Rundlett III

Settle Small Cases for More

This annual update to Mr. Rundlett's popular book offers dozens of new techniques and tools for obtaining top dollar in your small cases. All forms are contained on the free replacement CD. In this supplement you receive:

- **Model pleadings.** Form complaints for rear-end collision, failure to yield, passenger with disc injury, rear-end collision with mother and child as passengers, auto vs. pedestrian, food poisoning, falling merchandise, slip and fall, and dog bite cases. §511.2
- **Defense discovery questions.** Learn damaging information in advance of filing suit by asking your clients to answer these questions ... before you receive them from the defense. §511.4.1
- **Mandatory ADR advice.** 23 tips for obtaining a fair result from court-required alternative dispute resolution. §533.3
- **Client persuasion.** Convince plaintiffs to accept reasonable offers with this list of 16 clear liability cases which received low or defense verdicts in 2002. §436.1
- **Understanding your opponent.** 19 tips for dealing with insurance defense attorneys. §560

Now *Maximizing Damages in Small Personal Injury Cases* can do a better job of helping you fight back against low settlement offers and defense verdicts and other barriers to fair settlements and awards. Remember to use these timesaving tips and tools in the book – suggestions based on 30 years of trying cases:

Screening

- Factors to consider before accepting auto cases. §131.1
- Types and sources of small cases to be wary of. §130
- Nine common mistakes plaintiffs' attorneys make in the first telephone call. §203
- Reduce client questions with this 20-page booklet for small-case clients. §251

Settlement

- This case management checklist will encourage expedient processing. §370
- How to handle unreasonable insurance adjusters and carriers. §490.2
- Pattern written responses to unsatisfactory settlement offers – specific to type of case. §463
- Pattern discovery checklists for key types of small cases. §523

Litigation

- Major case weaknesses to evaluate before filing suit. §512
- Techniques to limit discovery abuse by defense attorneys. §513
- Checklist for building small-case trial notebooks. §621

We are confident that you will not want to be without this valuable update. You may, however, return the supplement within 30 days for full credit. Please include the enclosed invoice, and check the reason for the return on the back of the invoice.

If you have any suggestions for improvement, or any criticisms of *Maximizing Damages in Small Personal Injury Cases*, please send them to:

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