

General Outline for:
**Settle Injury Claims Using Structured Settlement Tools for Evaluation,
Negotiation and Resolution**

Introduction of TEAM Approach (who and why)

Claim Handler/Supervisor

Attorney

Settlement Consultant

Review and Advanced Explanation of Structured Settlement Annuities

(Power Point Section)

Annuity Forms and Aspects

Benefits (who they benefit and why)

Rated Ages

Etc.

Advanced Discussion with TEAM

Life Care Plans/MSA/Economic Reports (PV)

Mediations and Settlement Conferences

Real Case Scenarios (Handouts)

Handling Objections (Handouts)

And More.....

Questions and Answers (Hopefully Throughout)