

***Staged Vehicle Collisions in 2015***  
***January 15, 2015 in Glendale, CA***

***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:**

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

**Date:** January 15, 2015

**Location:**

**Registration/Classroom:**

131 No. Isabel Street  
Glendale, CA 91206

**Collision Demonstration:**

1625 Flower Street  
Glendale, CA 91201

**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 ( <b>at separate location</b> )
2:00 p.m. – 4:00 p.m.	Lecture/Closing/Pick up Certificates ( <b>return to Classroom</b> )

**Fee:** \$95.00

**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  
Impact General Appraisers, Inc.  
Colman Macdonald Law Group LLP

**Sponsors:**

Mercury Insurance  
Glendale Police Department  
National Insurance Crime Bureau (NICB)



**Continuing Education:**

*This event is approved by the State Bar of California for Mandatory Continued Legal Education (MCLE) and the California Department of Insurance Continuing Education for Independent Adjusters and Agents/Brokers.*

**Registration: "Staged Vehicle Collisions in 2015"**  
**January 15, 2015**

Please register the following in your course:

1) Name: \_\_\_\_\_

E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_

2) Name: \_\_\_\_\_

E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_

3) Name: \_\_\_\_\_

E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_

4) Name: \_\_\_\_\_

E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_

5) Name: \_\_\_\_\_

E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

- Please send an invoice to our company
- Phone reservation (714-532-1621)
- FAX reservation (714-532-5734)

**Fee: \$95.00**

Space is limited. To insure your participation, reserve early.  
DEADLINE TO REGISTER: January 5, 2015

**Make checks payable to: Impact General, Inc.**  
**Mail to: 1405 East Chapman Avenue, Orange, CA 92866**

**Call Impact General, 714-532-1621 or 800-688-1628**  
**Or E-mail to: [Liz.Vasquez@impactgeneral.com](mailto:Liz.Vasquez@impactgeneral.com)**  
**Major credit cards accepted**