

Negotiating Subrogation Settlements

Location

Orlando World Center Marriott
8701 World Center Drive
Orlando, FL 32821

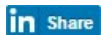
David D. Brisco will present “Negotiating Subrogation Settlements” at the 2023 Property & Liability Resource Bureau (PLRB) Claims Conference & Insurance Services Expo in Orlando, Florida. David will present in the “Subrogation” session, alongside co-presenter Daniel Knott of Western National Insurance on Monday, March 20 from 1:30 - 2:30 p.m. and Tuesday, March 21 from 1:30 - 2:30 p.m.

The presentation will describe how to effectively negotiate a subrogation case, including what offers to make, how much to move in responses to counter-offers, and what signals you send by the offers and counter-offers. The presenters will identify the pitfalls in the negotiation process that can cause you to lose credibility, and assess the strengths of your case to negotiate the claims.

To view the full agenda, [click here](#).

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