



# THE GREENSPAN CO. ADJUSTERS INTERNATIONAL

*The right way to settle claims®*

Following an earthquake, there are many factors that need to be taken into consideration. To help you navigate the process, we have put together several talking points for you to review. Having a full understanding of each of the below bullet points is crucial to documenting, filing, and successfully settling your insurance claim.

If any of these questions give you pause, please feel free to reach out to us for a no-cost discussion about your claim.

- Big deductibles demand that your claim be properly evaluated. How can you afford to rebuild your business or building with such a large deductible? Understanding strategies. Value engineering.
- Successful evaluation of damages hinges upon a well-coordinated effort between engineers and construction consultants. Do you have the right experts lined up? Should you trust the insurance company's cadre of experts?
- Are you familiar with how insurance companies have handled past earthquakes? What have they learned? How does it affect you?
- Ensuing fire or water damage from an earthquake can change the coverages depending upon the policy.
- How do you make certain that hidden damages are addressed?
- What is concurrent causation? Why is it important in an earthquake claim?
- How does a large-scale disaster affect recovery? Replacement/reconstruction prices?
- How does a large-scale earthquake affect your business interruption claim? Your loss of rents claim?
- Is there coinsurance in your policy?
  - If there is, what does it mean?
  - If there is, did your insurance adjuster tell you? If not, why not?
- What is your broker or agent's role?
  - Will he/she be adjusting the claim?
  - How many claims has he/she handled?
  - Will his/her role be active or passive?
  - When faced with supporting your position or the insurance company's, where will he/she stand?
- What happens when the insurance company engages a forensic accountant?
  - What is his/her role?
  - Why can't you just have your accountant prepare your claim?
  - What is the harm in sharing your financial statements?
  - Are you required to produce your tax returns?



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