



# RICHARD VILLANUEVA

Vice President

## CONTACT

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## PERSONAL STATEMENT

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One of the aspects of my job that I enjoy most is building an honest rapport with clients in order to understand their unique objectives. Each client is struggling to rebuild following disaster, and it's my responsibility to see that I not only maximize their insurance settlement but also handle the myriad details that return a sense of normalcy and stability, such as arranging quality interim housing near the schools or businesses frequented by my clients.

As both a businessman and a family man, I understand the pressures so many of my clients are experiencing to put all the pieces of their lives back together, and I'm honored to step in and help. I meet with clients, assess their needs and policy particulars, and prepare and present claims to insurance company's on their behalf. I rest at night knowing I've worked tirelessly to ensure that my clients get the greatest settlement possible, and that they look back on my part in the claims process with great esteem.

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## WHAT MY CLIENTS HAVE TO SAY

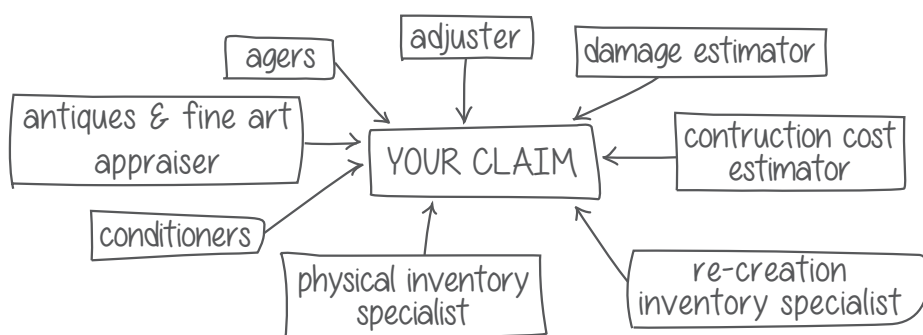
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*"In this day and age, it's hard to find any company who will deliver on their promise; The Greenspan Co./Adjusters International delivered on its promise. After meeting Richard, I knew your company was who we needed. I could tell by the manner in which Richard represented your company, I'd get a level of advocacy and professionalism I'd never get on my own or if we hired another public adjusting firm. By retaining your company's service, I virtually had to do nothing regarding my claim; however, I still got everything I was due from my insurance company. It was truly one-stop-shopping; you arranged and held multiple property inspections, created all of the repair estimates, assured the insurance company did not apply a co-insurance penalty, and negotiated a final settlement that met my future needs regarding my property."*

**Karl Lee**  
Homeowner

## QUICK FACTS

I am an advocate for individuals and families that have been affected by disasters, serving as the first point-of-contact for clients and determining client specific recovery goals. In addition, I assemble and oversee the team appropriate for each insurance claim, including: adjusters, damage estimators, inventory specialists, appraisers, agers & conditioners, and anyone else necessary to achieve recovery goals.



## PERSONAL INTERESTS

 Metal Detecting for relics, coins, jewelry

 Training Mixed Martial Arts techniques

 Racing exotic cars

## DIFFERENCES WE'VE MADE

Client	City and State	Ins Co. Offer	Our Settlement
Robert Benech	Gurneville, CA	\$550,000.00	\$1,100,000.00
Charles Loughran, Esq.	Oakland, CA	\$440,233.00	\$784,806.00
Phyllis Faber	Mill Valley, CA	\$1,050,000.00	\$1,750,000.00
Arthur Pollock, Esq.	Paradise, CA	\$860,356.00	\$1,144,547.00
Michael Bracco	Portland, OR	\$397,000.00	\$513,375.00
Sandy Scheik	Napa, CA	\$500,000.00	\$1,913,103.00
Jeanne Flory	Templeton, CA	\$650,000.00	\$1,800,000.00
Tushar Atre	Santa Cruz, CA	\$800,754.00	\$1,467,760.00



**THE GREENSPAN CO./  
ADJUSTERS INTERNATIONAL**

*The right way to settle claims®*

In business since 1946, The Greenspan Co./Adjusters International is the most respected public adjusting firm on the West Coast. As public adjusters, our role is to direct the insurance recovery efforts and to maximize the recovery. The public adjuster's role is to seamlessly weave the components of the policy together with your needs by using the insurance policy as the needle and thread that holds the fabric together. It is an art to be able to do so successfully over and over again, and we are proud of the results that we achieve for our clients.



## OFFICE LOCATIONS

SOUTH SAN FRANCISCO  
PLEASANTON | SACRAMENTO  
SAN JOSE | SCOTTSDALE | RENO  
LOS ANGELES | SEATTLE | PORTLAND  
SALEM | PROVO | HONOLULU | BOISE  
VANCOUVER, BC