



# The Adjuster! Making Insurance Claims Pay

*Gordon Smith*

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## **The Adjuster! Making Insurance Claims Pay** Gordon Smith

The Adjuster! is a practical, down-to-earth self-help guide to learning the business of insurance claim adjusting. Written in an easy, comfortable style the book takes the beginner by the hand and leads the way through the basics of investigation, evidence gathering, analysis, evaluation and ultimately settlement negotiation. For the person who has no insurance experience the book provides the nuts and bolts of claims in a straightforward, simple manner with exercises and suggestions for further study. It includes descriptions of the materials and equipment which are used by the insurance claim adjuster and explains in honest terms what it takes to go into business for oneself. The book demonstrates how to start out "on the kitchen table" in a business of your own, or teaches the basics by which a trainee can go out and get a job working for someone else in a new and exciting career.

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