



Insurance Law Deal Strategies: Leading Lawyers on Analyzing Insurance Claims, Negotiating Settlements, and Maximizing the Value of the Attorney (Inside the Minds)

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Insurance Law Deal Strategies is an authoritative, insider's perspective on successfully analyzing and negotiating insurance disputes. Featuring partners and chairs from some of the nation's leading law firms, these experts discuss strategies for protecting one's client and understanding the design, negotiation, and implementation of insurance deals. From analyzing important laws to evaluating the current trends, these experts offer key strategies for structuring deals, preparing negotiations, and determining settlement versus litigation. These top lawyers give tips on assessing risks, examining the history of claims, evaluating key policy provisions, and analyzing current programs and structures. Additionally, these authors discuss key techniques for maximizing the roles of key players, executing due diligence, and formulating a negotiation strategy. Finally, these leaders reveal their strategies for planning defensively, keeping abreast of change, and finding creative solutions in a variable area of law. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today as these experienced lawyers offer up their thoughts around the keys to success within this dynamic field.

Inside the Minds provides readers with proven business intelligence from C-Level executives (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies nationwide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is headed and the most important issues for the future. Through an exhaustive selection process, each author was hand-picked by the Inside the Minds editorial board to author a chapter for this book.

Chapters Include:

1. Barry Senterfitt, Partner in Charge, Akin Gump Strauss Hauer & Feld LLP "Regulatory Aspects of an Insurance Transaction"
2. Steven J. Brodie, Shareholder, Carlton Fields PA "Analyzing Insurance Claims: How to Protect the Insurer"
3. Michael B. Keating, Partner and Brandon F. White, Partner, Foley Hoag LLP "Defending Insurers in Claims Litigation"
5. Allan E. Reznick, Partner, Kramer Levin Naftalis & Frankel LLP "Risk Management in Insurance Company Acquisitions"
6. Mark E. Miller, Shareholder, Greenberg Traurig LLP "Insurance Due Diligence: A Five-Step Process"

Appendix

Appendix A: Stock Purchase Agreement

Appendix B: Insurance Due Diligence Checklist I

Appendix C: Insurance Due Diligence Checklist II

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