



Subrogation Arbitration Advocacy

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Kevin Pike's background entails 27 years in the arbitration profession, including 18 years in the intercompany subrogation arbitration industry. During his time at Arbitration Forums, his primary focus was assisting carriers in maximizing their recovery opportunities through a comprehensive approach to the arbitration process. Presently, Kevin teaches arbitration advocacy to insurance companies around the United States, writes articles, conducts webinars, speaks at conferences, and produces a weekly arbitration blog.

Session Description:

This webinar focuses on anecdotal and theoretical best practices from subrogation arbitration cases culled from more than 25 years of involvement with this industry. Going beyond the basics of contention writing and the rules governing arbitration, this webinar focuses on successful methodology for case presentation. Emphasis is given to the theory-and-theme approach of case structure and incorporation of evidence techniques in addition to strategic considerations that those involved in the process need consider. Overall, this webinar brings together hands-on practical tips to assist all advocates in their subrogation recoveries through arbitration.

Learning Objectives:

- Learn to fully appreciate the intricate approaches to arbitration case presentation, including development of a complete theory and theme before the arbitrator and incorporation of the seven key types of evidence into your case argument;
- Understand how to better describe the various kinds of proofs in an arbitration setting and learn the ways arbitrators evaluate evidence to reach a decision on the claim. This includes a focused discussion on the inherent benefits and challenges of certain types of proofs and overcoming obstacles that lead to increased opportunities for success;
- Discover how to more effectively engage the claims liability side of the organization, with an appreciation of the dynamics of arbitration that affect proficiency in the subrogation process; and
- Find out more about improving the construction of contentions for presentation before the arbiter by incorporating proper opening statements, detailing liability and damages arguments in the body of the case, and using effective closing techniques.