

### RESEARCH DEFINED

The word research refers to a studious inquiry or examination, particularly an investigation or experimentation aimed at discovering and interpreting facts, revising accepted theories or laws considering new facts, or applying new or revised theories or laws practically.

The origin of the word research dates to the 1570s, derived from the French word recerche, which means "to seek out" or "search closely".

### THE IMPORTANCE OF THE...

Who?	What?	Where?	When?	How?
Identifying the claimant, witnesses, and other relevant individuals to understand roles and corroborate details.	Gathering details about the incident to determine the nature and extent of the claim.	Understanding the location to gain insights into risks and verify the claim's legitimacy.	Verifying the timeline to assess claim validity and coverage period, and identify potential fraud.	Analyzing evidence to reconstruct events and determine the cause, aiding in decision-making about the claim's validity and compensation.

### WORKING WITH A LICENSED P.I.

#### **PUBLIC RECORDS ACCESS:**

Licensed private investigators efficiently locate and interpret court documents, property records, and business filings, using their expertise and specialized databases.

#### NON-PUBLIC RECORDS ACCESS:

They can legally obtain confidential information like financial records, employment history, and private communications, providing deeper insights for thorough investigations.

### WORKING WITH THE RIGHT PARTNER

#### A CLIENT-CENTRIC APPROACH:

Investigative providers tailor investigations to the insurance company's specific needs, leading to accurate and relevant findings that aid adjusters in decision-making.

#### **CUSTOM INVESTIGATION STRATEGY:**

Custom strategies are developed for each claim, employing techniques and resources suited to the case, increasing the likelihood of uncovering critical information.



# CONCERNS WHEN SELECTING AN INVESTIGATIVE PARTNER

Data Privacy	Restrictions	Admissibility
Investigative partners must adhere to data privacy regulations (e.g., GDPR, CCPA) and implement robust security measures.	Partners must understand and operate within jurisdiction-specific laws regarding data collection and surveillance.	Proper procedures must be followed to ensure evidence integrity and chain of custody, with experience in producing detailed reports and testimony.

### RECOGNIZING RED FLAGS IN CLAIMS

#### **Indicators of suspicious or fraudulent claims:**

- Inconsistencies in the claimant's story
- Unusual patterns in claim history
- Discrepancies in documentation

#### Benefits of recognizing red flags:

- Prioritizing claims for further investigation
- Allocating resources more effectively
- Mitigating risks and protecting against potential losses due to fraud

### **DESIRED RESULTS**

- Define Objectives Clearly
- Provide Detailed Information
- Set Expectations
- Maintain Open Communication
- Review and Provide Feedback





# CLEAR COMMUNICATION WITH OTHER PARTIES

With Investigators:	With Decision Makers:	With Defense Attorneys:
Define Objectives	<ul> <li>Summarize Findings</li> </ul>	Detailed Reports
<ul> <li>Provide Detailed Information</li> <li>Regular Updates</li> <li>Feedback Loop</li> </ul>	<ul><li>Contextualize Information</li><li>Recommendations</li></ul>	<ul><li>Legal Considerations</li><li>Collaboration</li></ul>

# ACQUIRING SPECIFIC RELEVANT INFORMATION

- Focus and Efficiency
- Accurate Assessment
- Enhanced Credibility
- Compliance

## THE SCOPE OF RESEARCH

- Establish Clear Boundaries
- Prioritize Key Aspects
- Maintain Compliance
- Evaluate Progress and Results

# ANALYZING THE SUBJECT'S ONLINE ACTIVITIES

- Uncovering Inconsistencies
- Gathering Evidence
- Identifying Patterns
- Corroborating Information
- Legal and Regulatory Compliance
- Resource Efficiency

Building a Strong Case

Risk Assessment



- Integrating Information from Diverse Sources
- Ensuring Accuracy in Reporting Results
- Providing a Comprehensive View of Subjects'
   Lifestyles and Circumstances
- Summarizing Data-Rich Reports With Actionable Insights

# THE FULL SUITE OF RESEARCH SERVICES

- Medical Canvasses
- Workers' Compensation Records
- Business Filings
- Occupational and Professional Licensing Checks
- Locate Investigations
- Vehicle Locators
- Heir Searches
- Asset Searches
- Record Retrievals



# HOW TO MAKE A QUALITY REFERRAL

- 1. Identifying Red Flags
- 2. Strategic Communication in Claims Discussions
- 3. Specificity in Detailing Physical Limitations
- 4. Clarifying Investigation Objectives
- 5. Monitoring Conversational Changes for Insights
- 6. Providing Pertinent Information in Referrals
- 7. Setting Realistic Investigation Budget Expectations