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May 17, 2019

Dear Client,

I hope you received my letter last week about the allstate training manual. I wanted to update you on some additional statistics. In 2003 the insurance company's main research organization, the Insurance Research Council (IRC), released an internal document to its member insurance companies'. On page 112, the Insurance Company Research Council notes and shows data that the vast majority of dollars paid out to bodily injury claims, go to those who retain an attorney.

The study goes on to state that attorneys represent about 47% of those injured in car accidents. However, 79% of all the money paid out by insurance companies goes to those who have attorneys to help them with their case. The actual article is – Auto Injury Insurance Claims: Countywide Patterns in Treatment, Cost, and Compensation. It was published in December of 2003.

If you have any questions, I would be glad to talk to you about them and how we can best help you with your case.

Sincerely,

A handwritten signature in blue ink that reads 'Shane Smith'. The signature is written in a cursive, flowing style.

R. Shane Smith  
Attorney at Law