

Dear Blair,

Having not heard directly back from you, and not one to let grass grow under my feet, I called "Richard" (I did call him that, I fear) yesterday afternoon. I explained who I was and why I was calling. He sounded suspicious of me, too, at first. But I went on to tell him my sad story about my beautiful home burning to the ground, how I had been approached by KC Cullum, and you shortly after -- about how gracious you both were, but how suspicious I was about whether you were "ambulance chasers" or the equivalent. I said that I had never heard of Adjusters International before -- or any company that was similar -- and, therefore, I really didn't know how useful they would be in dealing with my insurance company on my behalf.

I told him that I was an attorney and I initially had the idea that I could just handle all of this myself. After all, I had been the general contractor on building my own house -- surely I could handle a fire loss.

Then I told him that we had a meeting in my attorney's office in Seattle with Gordon and KC and they explained what they could do to help me. My attorney and I looked at each other and both said "No way could we do all of this ourselves." For one thing, my attorney didn't have the time to work on all the fire loss issues and if I tackled it alone, I told "Richard", it would have taken me 5 years to do all that Adjusters International did for me. I said that, yes, it is a lot of work for the clients, too, because only you know what you lost. But AI helps put it all together and find elusive values for your valuable property lost.

I explained that just the PROCESS and getting your loss claims in a format that the insurance company will accept is daunting. Then, I told him that AI fights for you -- when the insurance company wants to use "national tables" and depreciate everything -- even a lot of your new stuff -- at anywhere from 60 - 80 percent -- it's maddening, and without AI and namely, Drew Lucurell, to go to bat for me, I would have been sunk. I told him that he would more than recover any fee paid to AI just by having them work for him vis-à-vis the insurance company, who basically wants to settle early, settle cheap and SCREW YOU!

I told him that I would be happy to meet with both him and his wife and show them the plethora of files, charts, and claims that AI has done for me and submitted to the insurance company, including this most recent 6 inch thick volume that went to State Farm on my internal personal property losses.

I made the best pitch I could, Blair -- all of it honest -- and he listened closely, and said at the end that he would talk over with his wife all that I have relayed to him and that she would probably be the one to call me back to talk about it further.

So, Blair, I don't know if she will call me, or not, but I think that I gave a persuasive argument for why they should use AI to represent them.

My personal best to you,

Carole