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PROPERTY CASUALTY CLAIMS SEMINAR

Thompson Savannah
Savannah, GA
May 19-21, 2026



A Berkshire Hathaway Company



Day 2 Agenda – Wednesday, May 20



9:00 A.M. – 10:00 A.M. **Casualty – Mastering the Courtroom: The Plaintiff’s Strategy for Maximum Recovery**
John Kennedy, Kennedy, Johnson, Schwab & Roberge, P.C. | Jeffrey Weisel, Gen Re

Property – Xactimate Exposed-Is it Intent or User Error?
Jonathan Diego, DDA Forensics

10:00 A.M. – 11:00 A.M. **Casualty – Combatting Nuclear Verdicts and Other Defense Strategies**
Megan Bryson, Coffey Modica LLP | Clint Cox, Cox PLLC | Tim Fletcher, Gen Re

Property – Mitigation and Remediation Masterclass with Jon Held: Cutting Through the Complexity of Emergency Response, Mitigation, and Remediation
Jonathan Held, J.S. Held, LLC

11:00 A.M. – 11:30 A.M. **Break**

11:30 A.M. – 12:30 P.M. **Casualty – Inside the Jury Room: What Really Drives Verdicts**
Nick Polavin, JuryConnect

Property – The Great Appraisal Debate: Badger vs. Merlin
Chip Merlin, Merlin Law Group | Steven Badger, Zelle LLP | Tim Fletcher, Gen Re

12:30 P.M. **Lunch and Afternoon Activities**



Mastering the Courtroom: The Plaintiff's Strategy for Maximum Recovery



Jeffrey Weisel
Casualty Claims Manager



John Kennedy
*Founding Partner, Kennedy, Johnson,
Schwab & Roberge, P.C.*

B I N G O

What do you think this case is worth?	This is a waste of time.	We won't bid against ourselves.	Don't tell them about this "smoking gun." I'm saving it for trial.	Midpoint of the midpoint
That offer is insulting!	They don't know what they're talking about. They don't understand the law.	I really don't expect this case to settle today.	The judge will see the truth, and I will win at trial.	We just want what's reasonable and fair.
They offered \$5,000? OK, we'll ask for \$995,000.	I could never be a mediator. It's too hard!		They are not mediating in good faith.	I don't want to give them free discovery.
Just get me a number!	We are prepared to take this to trial.	We made a big move; now they need to make a big move.	This is not a 7-figure case.	They need to get real.
We've dropped 40% & they haven't come up nearly as much!	Why are they mad? They knew we'd ask for more in mediation.	I just found out that my client's damages are far greater than we thought.	In my experience, joint sessions just make things worse.	My client left, but we can reach him by phone.