

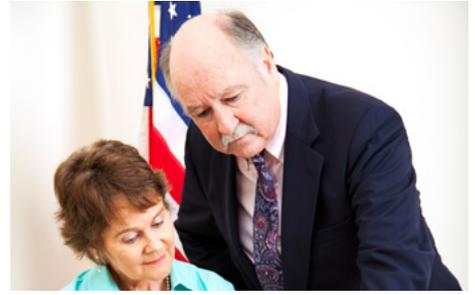


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## Lawyers Tricks for Handling Forgetful Witnesses

Answering "I don't remember" may not get you out of answering every difficult question you may face at trial. Instead, you should be aware of lawyer tricks for trying to elicit an answer regardless of how honest you are in stating that you can't recollect. Some ways that an attorney may try to jog the memory of a forgetful witness include:



1. Refreshing Memory. If a lawyer believes that you cannot recall, the lawyer may try to revive your memory by introducing facts surrounding the incident.
2. Circling Back. The attorney may move on to a different topic completely and then circle back to the same or similar question.
3. Inconsistent Statements. If a lawyer believes that you are lying, the lawyer may try to catch you making inconsistent statements. An attorney may come at the issue from several different angles to catch a lie.

## How Insurance Adjusters Value Your Case

You can bet that an insurance adjuster will value your case less than you deserve. Here are some of the top tricks that an insurance adjuster will use to diminish the value of your personal injury claim:



1. Medical Bills. You may have piles of bills to prove the damages you suffered. However, an adjuster may argue that the bills are excessive or that your medical providers trumped up the charges.
2. Future Medical Costs. For many types of injuries, you will need follow-up doctor's visits and treatment. An adjuster may try to argue that the future treatment is unnecessary or that the medical costs are not reflective of reality.
3. Wage Loss. You know you cannot work, but you can expect a challenge that you can work or at least should be earning a portion of your income.

## Handling Discovery in a Personal Injury Lawsuit

After you file a lawsuit, you can prepare for the defense to ask you questions and to gather more evidence about the claim. This process is generally known as discovery.



Discovery can be the most time-consuming aspect of a lawsuit. If you are not prepared, discovery can also be one of the most difficult aspects. Some steps that can help you handle discovery include:

1. Practice. Your attorney should send you mock questions and review your delivery and answers.
2. Identify Weaknesses. Very few cases are full-proof. As a result, you should address your weaknesses early and think about ways to minimize the impacts. Some potential weaknesses to look for include pre-existing conditions and problems gathering witnesses.
3. Answer Early. You should not wait to answer discovery requests until the last minute. It is best to uncover warts with the case early.

Your case is important to us. If we can't help you, we'll do our best to refer you to someone who can.

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