

2022 NEIASIU TRAINING SEMINAR & FRAUD EXPO

COURSE DESCRIPTIONS – DAY ONE - 5/3/22

PRESENTATION: *The Key to Success is Teamwork and Communication*

PRESENTER AND KEYNOTE SPEAKER: ANTHONY DIPAOLLO,

EXECUTIVE DIRECTOR, INSURANCE FRAUD BUREAU OF MASSCHUSETTS

SUMMARY:

In order to have continued success in the fight against insurance fraud there needs to be teamwork and communication. Tony will talk about the progression of the Insurance Fraud Bureau of Massachusetts and will exemplify its need for strong partnerships with the insurance industry. A quality investigation requires, and will always require, evidence that can only be developed by communication.

PRESENTATION: *Emerging Technology in Vehicle Accident Reconstruction Part I*

PRESENTERS: TIMOTHY DOWD, OWNER/ACCIDENT RECONSTRUCTIONIST, R9 FORENSICS, LLC & MICHAEL MEROLLI, SIU ACCIDENT RECONSTRUCTIONIST, MAPFRE

SUMMARY:

New technology is changing the way in which collisions are reconstructed and the amount of data that is available to SIU Investigators and the Crash Reconstructionist who investigate these claims. This discussion will focus on the new trends in vehicle accident reconstruction and the tools and technology that Reconstructionist use in their investigations. The presenters will provide an overview of the new data that is available, how this data can be incorporated into SIU investigations followed by case-studies and real-world examples. This presentation will include new sources of EDR Data from Crash Prevention and Mitigation sources in vehicles, as well as ways to use photos and scans from crash scenes that enhance the ability to determine exactly what happened (and didn't happen) during a crash.

PRESENTATION: *Optimizing Surveillance / Surveillance & the Law*

PRESENTER: **ROBERT MOLNAR- VICE PRESEIDENT/OWNER, LEMIEUX & ASSOCIATES**

SUMMARY:

This course provides an introduction into the professional and practical considerations involved when an insurer utilizes or engages in the use of video surveillance to combat fraudulent personal injury, disability, and worker's compensation claims. The course also apprises insurance investigators, managers and claims adjustment professionals of the legal minefields that exist and important factors to be considered when contracting covert surveillance work.

PRESENTATION: *Naughty By Nature: How to Recognize and Avoid the "Seven Deadly Ethical Sins"*

PRESENTER: **DAVID C. STADOLNIK, ESQ., LAW OFFICES OF DAVID C. STADOLNIK, LLC**

SUMMARY:

Life is full of daily pitfalls, challenges, and temptations. That is true of our professional lives as well. "The Devil made me do it" is no excuse to fall short of our ethical obligations. In this presentation, participants will learn to recognize and avoid the "Seven Deadly Ethical Sins" by understanding and practicing the Seven Virtues enshrined in the IASIU Rules of Ethics. Practical examples of "Ethical Fails" and "Virtuous Victories" will be drawn from popular films, literature, and media.

PRESENTATION: *Social Media Discussion With the @OSINTMILLENNIAL*

PRESENTER: **MELISSA SWEENEY, INVESTIGATIVE ANALYST CRUM & FORSTER**

SUMMARY:

Come discover new ways of mining social media profiles in this ever-changing cyber world using strategic OSINT techniques. In this session, we will discuss methods of finding information on a variety of platforms such as Facebook, Instagram, TikTok, and Venmo. Social media and other OSINT findings have proven to be incredibly helpful in rooting out fraud or leveraging reductions in settlement. It's important to be up to date on the latest tricks and trends.

PRESENTATION: *Emerging Technology in Vehicle Accident Reconstruction Part II*

PRESENTERS: TIMOTHY DOWD, OWNER/ACCIDENT RECONSTRUCTIONIST, R9 FORENSICS, LLC & MICHAEL MEROLLI, SIU ACCIDENT RECONSTRUCTIONIST, MAPFRE

SUMMARY:

New technology is changing the way in which collisions are reconstructed and the amount of data that is available to SIU Investigators and the Crash Reconstructionist who investigate these claims. This discussion will focus on the new trends in vehicle accident reconstruction and the tools and technology that Reconstructionist use in their investigations. The presenters will provide an overview of the new data that is available, how this data can be incorporated into SIU investigations followed by case-studies and real-world examples. This presentation will include new sources of EDR Data from Crash Prevention and Mitigation sources in vehicles, as well as ways to use photos and scans from crash scenes that enhance the ability to determine exactly what happened (and didn't happen) during a crash.

PRESENTATION: *No Frills Fraud Fighting*

PRESENTER: DOUGLAS MCINNIS, ESQ., OF COUNSEL, MORRISON MAHONEY LLP (BOSTON OFFICE)

SUMMARY:

There is nothing more disheartening than having your Intel waste away because of financial concerns. This presentation examines the options available to you to effectively and economically use Intel you have gathered to combat ongoing fraud and advance the investigation. Through the exploration of various anti-fraud reporting and litigation topics and the sharing of best practices, we hope to assist you with sharpening your existing skills and learn the techniques necessary to successfully utilize the fruits of your labor. We will discuss developing intelligence to further the investigation and bolster the defense of BI Suits; reporting fraud to Professional Boards, IFB, NICB; and discuss the "Minor Case" affirmative litigation approach to combating fraud.

PRESENTATION: *Future Fraud Trends in 2022 and The Impact of COVID-19*

PRESENTER: MARIO PECORARO, PRESIDENT/CEO, ALLIANCE RISK GROUP

SUMMARY:

Insurance fraud has been on the rise and seems to be escalating in light of the COVID-19 pandemic. Businesses and workers tend to commit more fraud in times of upheaval and economic uncertainty. This presentation will review fraud trends affecting several types of insurance including Liability (Auto, Business, and Medical), Property and Workers' Compensation. Coronavirus-related fraud in particular will be looked at including employees who fake illness, scam treatments, staged accidents, and fake accidents occurring in the home. Mario Pecoraro will discuss fraud fighting challenges and technology to improve fraud detection such as automated red flags. A 2020 Insurance Fraud report will be discussed including data challenges for insurers, using social media to combat fraud and fraud detection during a pandemic.

PRESENTATION: *How Forensic Accountants are Utilized in the Investigation of Financial Fraud*

PRESENTER: JESSICA ELDRIDGE, VICE PRESIDENT, FORENSIC ACCOUNTING & ECONOMICS- J.S. HELD

SUMMARY:

Forensic accountants are independent, highly specialized accountants with strict confidentiality policies who are involved in investigating financial information to assist attorneys, insurance companies, businesses, government, law enforcement, IT experts, and individual clients. They assist in criminal investigations, various insurance claims (personal injury, employee dishonesty, cyber, time element, and builder's risk), business valuations, shareholder disputes, divorce cases, and much more. Forensic accountants can also aid in depositions and mediations, as well as provide expert testimony in all the above cases.

PRESENTATION: *How To Leverage ClaimSearch for Better Investigations – The Basics and Latest Tips*

PRESENTER: KEVIN RAWLINS, DIRECTOR OF CUSTOMER ENGAGEMENT, VERISK ANALYTICS

SUMMARY:

ISO ClaimSearch is used by both insurance carriers and law enforcement. The claim history data available through ISO and Verisk can be the spark that ignites further investigation or might provide the information needed to show patterns of fraud. The “All Claims Database” had its beginnings in the 1971. The data reported by carriers, TPA and self-insureds on auto, property, casualty, workers’ compensation, personally injury and other types of claims has been an important part of the detection, investigation and prosecution of fraudsters. Like many applications, the level of proficiency is a wide spectrum with the most prolific users gaining the greatest benefit. Join us to explore fraud trends and process improvement tips for investigating claims.

PRESENTATION: *Failure Analysis, Investigating Losses*

PRESENTER: MICHAEL A. STICHTER, PHD, PE, CFEI, CVFI-ARCCA

SUMMARY:

This technical seminar explores the various aspects of the scientific method involved in analyzing failures of all types and how an insurance adjuster or legal professional can use this information to assist in handling their claims. An examination of specific failures, related investigations, and determination of cause will be shown. Case studies will demonstrate, identify, and highlight the technical approach in order to assist the insurance adjuster or legal professional in the determination of the cause of failure and typical insurance coverage outcomes.

PRESENTATION: *Telemedicine Driven Claims*

PRESENTERS: JEFFREY G. RAPATTONI, ESQ., MARSHALL DENNEHEY

SUMMARY:

This presentation will provide insight into the past, present and future of telemedicine claims. The presenter will explore the regulation and history of these claims and dissect their present-day form. The program will also cover how an insurer can be exploited and how to investigate these claims as an affirmative fraud.

PRESENTATION: *So You are About to Be Deposed (Or Violently Overthrown): How Should You Prepare & What Should you Expect?*

PRESENTER: ROY A. MURA, ESQ.- MURA LAW GROUP, PLLC

SUMMARY:

The claims professional and special investigator has done great work in investigating the reported loss and resulting claim. Your investigation fully supports your company's claim decision, but now the claim has gone into suit, and you are about to be deposed. How should you prepare and what should you expect? Attend this class and avoid undermining your company's defense by inadequately preparing for or imprecisely testifying during your deposition.

PRESENTATION: *Vehicle Water Damage Claims, Fraudulent v. Legitimate*

PRESENTER: CHRISTOPHER J. DICHIARA, AUTOMOTIVE FORENSIC INVESTIGATOR, S.D. LYONS, INC.

SUMMARY:

Brief overview of vehicle mechanical and electrical systems and how they are affected by water. Discussion of things to look for to distinguish fraudulent water claims from legitimate losses. Focus on water ingestion into engines, as well as common points of water ingress into passenger compartments.