

**THE TRUTH ABOUT LAWYERS.....**  
**MISTAKEN BELIEFS ABOUT LAWYERS**  
(Some lawyers will be mad at me for telling you)

If you've been injured, you will only have **ONE CHANCE** to get the money settlement you deserve. The lawyer you choose to **take-on-this-fight** for you could possibly be one of the **most-important-decisions** that you will make in your lifetime. That's why you must know the truth about lawyers....so you can have a better chance of making the right choice. I know **some-lawyers-will-be-mad-at me-for-telling-you-about-these-truths**, but I feel very strongly that you should know:

Truth #1:

**ALL LAWYERS HAVE ABOUT  
THE SAME AMOUNT OF  
EXPERIENCE AND TRAINING**

**WRONG!** The fact is, some lawyers have lots of experience in helping injured victims....and some lawyers have very little experience with helping

injured victims. Some lawyers may have years and years of experience drafting wills and shuffling papers in real estate transactions. But, do you want that lawyer representing you in your injury case?

Let me say it this way:

If you were about to have **open-heart-surgery**, it would be smart for you to choose a surgeon who has done **THOUSANDS** of **open-heart-surgeries**. You don't want an inexperienced surgeon performing **open-heart-surgery** on you. There are lots of **nice-doctors** out there....but **“NICE” IS NOT WHAT YOU NEED**. You need a surgeon who is **EXPERIENCED** in **open-heart-surgery** ..... a surgeon who has done thousands of these surgeries. **The-absolute-same-thing-is-true-about-lawyers**. Ask the lawyer....how many thousands of injured people....he or his office has helped. You better also ask about results. How many do you win!?

You should know that some lawyers and some law firms have lots of cases, **but they rarely take them to jury trial!** Some lawyers prefer

**"out-of-court-settlements"** because they lack the experience or motivation to take the cases to trial, thus, if they are offered **"less"** than the case is worth, they sometimes say yes to that low offer. You can bet that the insurance companies know the names of those lawyers who have a reputation for saying yes **"to-early-low-settlement-offers"**. Insurance companies also know the names of those lawyers who have a reputation for going to trial and fighting for the case **all-the-way**.

Don't be afraid to ask the tough questions of any lawyer you are about to choose.

- How many **INJURY CASES** have you and your law firm **handled?**
- How many **INJURY CASES** have you and your law firm **won?**
- How many **years-of-experience** do you and your law firm have as an **INJURY LAWYER?**
- How many **millions-of-dollars** have you and your law firm collected for your clients?
- What is the largest single jury verdict your law firm has received?
- Does your law firm have a specially-designed computer software program for injury cases?

- Do you have references from past clients?
- Does your fee agreement charge 24% interest?
- Does your fee agreement percentage increase if the going gets tough?
- Do you belong to the American Bar Association (ABA), the Indiana State Bar Association (ISBA), the Indiana Trial Lawyers Association (ITLA), or the American Association for Justice (AAJ)?
- Do you have copies of insurance adjuster manuals for any of the insurance companies?
- Do you charge an additional fee for my car damage?
- Do you charge an additional fee if I am on Medicare or Medicaid?
- Do you charge an additional fee to get my hospital and medical bills reduced?
- Do you charge an additional fee for negotiating reductions and discounts on any hospital or insurance company liens?
- Do you charge an additional fee for phone calls?
- Have you been designated in Indiana as an “Indiana Super Lawyer”?
- Are you a statewide law firm?
- Do you give regular status reports?

- Do you believe in The Golden Rule?
- Give **some-examples-of-cases** that you and your law firm have done and how much money have you collected for your clients for that kind of case?

These are the kinds of questions you should ask any lawyer you are considering. I am always happy to give you answers to these questions. It is my belief that you are entitled to these answers. I can tell you now .....

**YOU REALLY DO NEED TO KNOW THE ANSWERS TO THESE QUESTIONS BEFORE YOU CHOOSE YOUR LAWYER.**

It is **not** my intent here to criticize or to compare lawyers, but to simply bring to your attention that some lawyers have more experience and training in the field of injury law, just like some doctors have more training and experience in the field of **open-heart- surgery**.

Truth #2:

**ALL LAWYERS ARE SKILLED  
NEGOTIATORS**

You guessed it....**WRONG AGAIN!** Some of the worst negotiators I've ever seen have been lawyers. If you ever had to deal with a big corporation,

you know they can be intimidating and hard negotiators.

**Big, powerful, rich insurance companies** are no exception....they know how to negotiate huge savings for the insurance companies....in fact, that's the insurance adjuster's job.

You need a lawyer and a law firm who has lots of experience in negotiating. You need a lawyer and a law firm who has been involved in hundreds or even thousands of complicated negotiations involving hundreds of thousands or even millions of dollars.

The fact is, most injury cases are settled **out-of-court**. If you don't have a lawyer or a law firm on your side who knows the art of tough negotiating, you could lose thousands upon thousands of dollars. Again, choosing a lawyer is one of the most important decisions you will make in your life. **This is the wrong time to gamble with your case.**

Truth #3:

**ALL LAWYERS HAVE THE SAME  
WRITING & ORGANIZATIONAL  
SKILLS**

Of course, this is **ALSO FALSE!** If you end up in court against a **big,**

**powerful, rich insurance company, that insurance company will use every legal trick in the book** to get your case dismissed. The insurance company will hire the smartest and toughest lawyers available to fight for them. Those insurance lawyers get paid extremely well and those insurance lawyers will spend many, many hours trying to cripple and damage your case. The insurance company defense lawyers will try to discredit you, your witnesses, your doctors and your lawyer and law firm. The insurance company defense lawyer's job is to attack the credibility of your whole case.

That's **not** the only thing you have to worry about. Insurance companies have a whole arsenal of strategies and methods and your lawyer and your law firm needs to know all of these strategies and how to fight them! You have to know as much as you can about the lawyer you are considering, or else you are just taking chances and you can't afford to take any chances with your injury case!

Be sure to ask your lawyer and his law firm to explain in detail how your case will be managed. Ask your lawyer and his law firm how many appeals they have been involved in.

Ask the lawyer and the law firm how many jury trials for injured

clients they have done **THIS YEAR.....LAST YEAR.....THE YEAR BEFORE, THE YEAR BEFORE, AND THE YEAR BEFORE.** Ask your lawyer and his law firm some of the results of those jury trials. You've got to know!

Truth #4:

**ALL LAWYERS ARE WILLING TO  
GIVE YOU A LOT OF FREE  
INFORMATION & ANSWER YOUR  
QUESTIONS**

**NOT TRUE!** Some lawyers will and some won't. The policy in this office is **FREE** phone calls and/or **FREE** office visits. You can call me as many times as you want.... absolutely **FREE**. I often send **FREE PAMPHLETS** and reports to injured people outlining their basic legal rights, and I try to share as much **FREE INFORMATION** as possible (this report is an example). Some people might ask me....why do I give away so much free information? I believe in the simple principle that **the-more-you give....the-more-you-receive.** Thus, I would like to be known throughout the State of Indiana as one of the few lawyers who is willing to

give a tremendous amount of **free information** and **free help.... to injured people....even if they are not my clients.** If I help injured people with their questions ..... for **FREE** ..... then I have done a good thing! The injured person will either become my client or they will refer other injured people to me in the future because they will remember that I was one of the few lawyers who went out of their way to help and to provide **LOTS AND LOTS OF FREE INFORMATION.**

*Truth #5:*

**ALL LAWYERS HAVE THE SAME  
KNOWLEDGE OF INSURANCE  
LAWS**

**NO WAY!** A lot of lawyers simply do **not** work with insurance laws on an everyday basis and although these lawyers are very smart and talented, it takes a lot of time to get familiar with all of the insurance laws in Indiana. Knowing and using Indiana insurance laws in your case could make a big difference. For example, for a lawyer to do well in **“criminal law”** in Indiana, he must be current on the law and must be very experienced. His client’s freedom is on the line. The law in Indiana keeps changing. **Not**

every lawyer in the state of Indiana would have the necessary skill and talent to defend a murder case. Some lawyers would **not** feel comfortable handling a murder case.

You should choose a lawyer who is very experienced in the field of injury law and wrongful death. Indiana laws on injury and wrongful death are constantly changing because of new statutes and because of new cases being decided by the Appellate and Supreme Courts of Indiana. In short, you need a lawyer and a law firm who have lots and lots of experience and **“is current”** and knows about what is happening that is new and old. This is the wrong time to get a lawyer who is just learning the ropes. In short, you need a lawyer and a law firm who has lots and lots of experience in injury cases. My law firm and I have handled over 19,000 injury and wrongful death cases. My law firm regularly attends conferences in the state of Indiana to discuss and study current laws and the current cases that are focused on injury and wrongful death cases. My law firm does **not** handle criminal cases. My law firm does **not** handle divorce cases. My law firm does **not** handle bankruptcy cases. My law firm only handles injury and wrongful death cases.

My law firm focuses and concentrates only on injury and wrongful death cases.

Truth #6:

**ALL LAWYERS GIVE WRITTEN  
REFERENCES FROM PAST  
CLIENTS**

**NOT TRUE!** **Not** all lawyers will provide you with written references from past clients. **WE DO!** We believe that written references from past clients give you an idea of how hard we have worked for those clients and it gives you the information you need in order to choose the right lawyer and the right law firm for you and your case. It is always smart for you to get written references from your lawyer. For example, before you hire a painter to paint your house, you should know the names of other homeowners the painter has helped. You would want the best painter you can find. If you want a house built, before investing thousands and thousands of dollars in that house, you should have written references from that builder. You would want to see an example of the builder's work. There are lots of other examples where getting references can save you a lot of time, trouble, and

money. If you have young children in your family that may go to a licensed daycare center every day.....it would be smart to check out the daycare center very thoroughly. You should ask for references.

You should do the same before choosing a lawyer and a law firm for your case. It is our policy to provide written references from past clients.

**WE BELIEVE YOU DESERVE TO KNOW!** It is standard procedure for us to provide written references (you may be wondering why I did **not** include my written references and my law firm's written references as a part of this report. There is a rule that prevents a lawyer from sending out written references on a random basis. It is okay to send out the written references **ONCE YOU** call my office. Once you call my office and give me your full name and address, I can then legally send you my written references. The laws are strict in Indiana in this regard. Thus, I must follow the law and the rules. Please call and give me your name and address. Ask for more information about our law firm, including references, and we will send the references to you immediately.

I have additional 15 reports about "the best kept secrets" that the insurance companies don't want you to know. I can't send you these reports

until.....you call my office and give us your full name and address.....then I can legally send you these written reports. These reports will really “open your eyes” about what you are up against and how to get a better settlement in your case.

Truth #7:

**ALL LAWYERS CHARGE THE  
SAME ATTORNEY’S FEE**

**NOT TRUE!** The Ken Nunn Law Office fee agreement is approximately a half-page long. Some lawyers have fee agreements that are four, five, six, and even 10 pages long.

Some law firms start out with a low attorney’s fee, then they increase the fee if things get tough. For example.....if a lawsuit has to be filed, the attorney’s fee increases. If there is an appeal by either side.....the fee increases. Some law firms even charge up to 24% interest. Some law firms charge more to negotiate liens such as Medicare and Medicaid and liens from private health insurance companies or car insurance companies. Some law firms charge more to help you resolve the damage done to your car.

**If you are about to sign a fee agreement with a law firm, we don't mind if you call us and we'll help you review that fee agreement.** It is important that you understand that the fee agreement may provide a fee for the base amount, plus interest, plus fees, plus more fees if the case requires a lawsuit, plus more fees if there is an appeal, plus more fees for liens and other services. Again, you need to understand fully what you are signing.....before you sign it. Call us, we'll be glad to answer your questions.

Truth #8:

**ALL LAWYERS KNOW HOW TO  
HANDLE  
"MEDICARE RED TAPE"**

**NOT TRUE!** For those clients who qualify for the federal program of Medicare and have their medical bills paid by Medicare, those clients will have to deal with the Medicare red tape. Not all lawyers have the experience to deal with Medicare red tape. **WE DO!!!** Same thing about Medicaid, which is an Indiana program.

When Medicare or Medicaid pay your medical bills, they place a lien

on your settlement and they want to be reimbursed. There are certain discounts that you are entitled to. It is important that you make sure that your lawyer is experienced in getting these discounts from Medicare and Medicaid. **WE ARE!!!**

Several years ago, the Chickasaw Indian Nation took over the reimbursement process and red tape for Medicare. We have been working with the Chickasaw Indian Nation and the Medicare red tape since that time. Getting through all of the red tape is complicated and very time-consuming.

We do **not** charge an additional fee for helping our clients with the Medicare or Medicaid red tape.

As you can see, choosing a lawyer and a law firm is not easy. There are so many differences that you must know exist and then you must consider these differences. If you don't even know the differences, then you can't consider them. It is my hope that I have provided you with some help with the right kind of questions and given you some help as to how each law firm is a little bit different from another law firm.

If you have questions about Medicare or Medicaid reimbursement, give Ken Nunn a call.

As you can see, I only sent you some of my reports. There's a lot more that you need to know.

by: Ken Nunn  
Injury Lawyer  
1-800-888-HURT (4878)  
or  
1-800-CALL-KEN (1-800-225-5536)

## **“Better Call Ken Nunn!”**

*(Ken Nunn Law Office fights for the big money!)*

### DISCLAIMER

This information does not guarantee, warrant or predict the outcome of your case. Each and every case is different. Your case is unique. There are many factors to consider when determining the merit and value of your case. This material should not be accepted by you nor is it offered to you as legal advice because Ken Nunn does not know all of the facts and circumstances in your case. This report is designed to provide general information about claims for personal injury and wrongful death. Receiving this report does not make you a client of Ken Nunn Law Office. You become a client by signing a written agreement for representation with Ken Nunn. If you need legal advice, you should call attorney Ken Nunn immediately at 1-800-888-HURT (4878).

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If you already have a lawyer, I would suggest that you stay with that lawyer and save this report and its contents for a friend.

**1-800-CALL-KEN**  
(1-800-225-5536)