LITIGATION:

A lawsuit, usually involving money.

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN
THE ATTRIBUTES OF AN EXPERT

- Skill
- Knowledge
- Experience
- Education
- Training

- (Federal Evidence Rules 702-3)

CONSULTING
VERONA, WISCONSIN

WHAT DOES AN ACTUARY BRING TO THE GAME?

- Professionalism
- Completeness
- More than insurance
- Risk and Contingencies
- Appropriate research – data fits issues
- Independence
- Economic/financial knowledge
- Business sense

CONSULTING
VERONA, WISCONSIN
WORKING WITH ATTORNEYS

- Similarity with actuaries
- Timing
- Your qualifications
- Listen (Get educated)
- Disclose potential conflicts
- Just Say No

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN

WORKING WITH ATTORNEYS

- Produce a letter of agreement
- Learn terms
- Mutual respect
- Tell it straight
- Educate

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN
WORK GENERATED TO SUPPORT ATTORNEYS

- Analysis
- Identifying issues
- Reports – oral or written
- Reports – informal and formal
- Potential damage calculations
- Review opposing expert's work
- Deposition questions

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN

DATA SOURCES

- Actuarial studies and journals
- Economic indicators
- Internet
- Records
- People

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN
EXPERT WITNESS TESTIMONY

KEY MAXIM #1:
ALWAYS WEAR A WHITE SHIRT!
(NEVER LET 'EM SEE YOU SWEAT)

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN

EXPERT WITNESS TESTIMONY

KEY MAXIM #2:
TELL THE TRUTH!
TELL THE TRUTH!
TELL THE TRUTH!

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN
EXPERT WITNESS TESTIMONY

KEY MAXIM #3:
THE OTHER SIDE'S OUT TO GET YOU!

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN

EXPERT WITNESS TESTIMONY

I Depositions
I Hearings
I Court

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN
EXPERT WITNESS TESTIMONY

- Listen to the question
- Answer the question ASKED
- Anticipate questions
- Don’t guess
- Deal with the hypothetical
- Educate judge and jury
- Keep your cool
- Use those butterflies

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN

ACTUARIAL APPLICATIONS

- Develop new mortality tables
- Insurance interpretation
- Recidivism
- Business evaluations
- Medical malpractice
- Contingency of actions

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN
SO, HOW LONG WILL A 95 YEAR OLD PEDOPHILE LIVE?

WILLIAM C. CUTLIP
CONSULTING
VERONA, WISCONSIN