



Legal System Abuse

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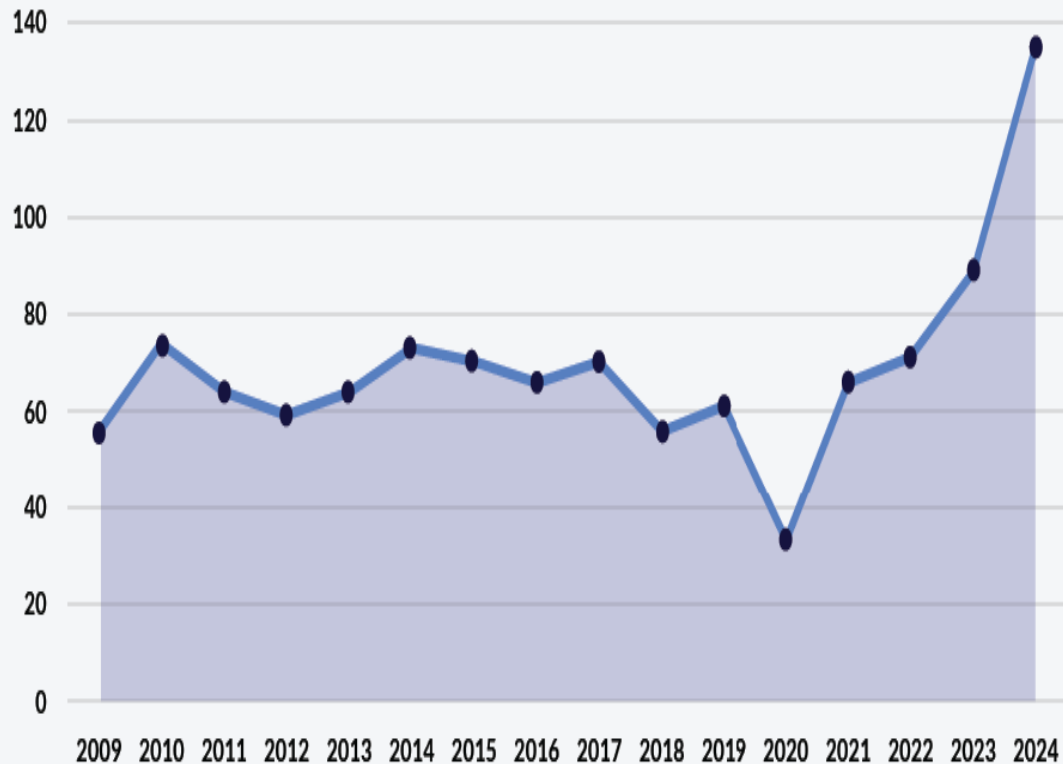
Adam Shores
Senior Vice President, State Government Relations

Presentation: National Association of Insurance Commissioners
August 11, 2025



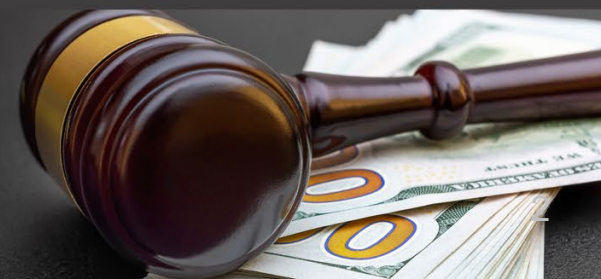
Costs of Legal System Abuse

Number of Corporate Nuclear Verdicts: 2009-2024



Source: Marathon Strategies.

- \$4,207 annually in higher costs of goods and services per household
- 4.8 million jobs lost
- \$160 billion higher small business costs
- 220% increase in typical personal injury awards between 2010 (\$39,300) and 2020 (\$125,366)
- U.S. liability claims as a % of GDP are more than twice as high as most EU countries
- Plaintiffs receive only 53% of legal expenditures



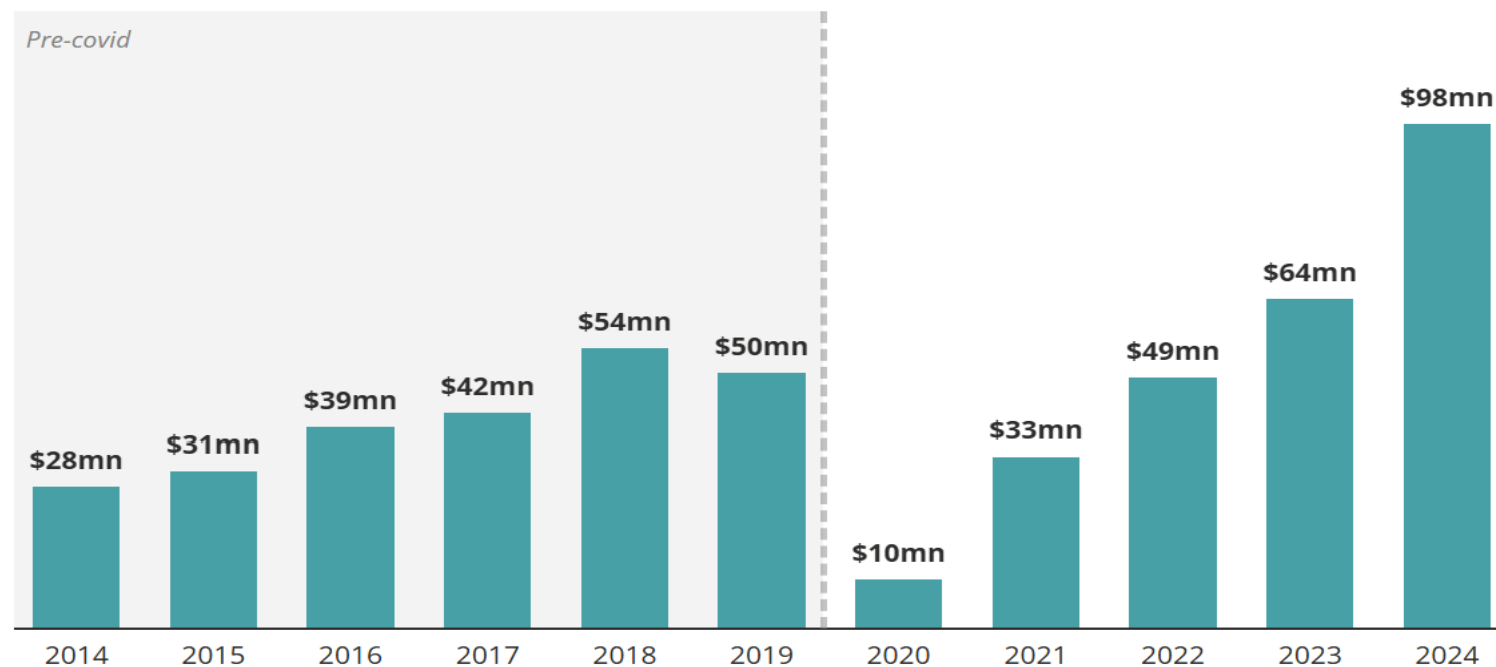


Top 50 Casualty Verdicts Nearly Quadruple Over Last Decade

Median verdicts for most extreme US casualty verdicts nearly doubled over each of the last 5 years

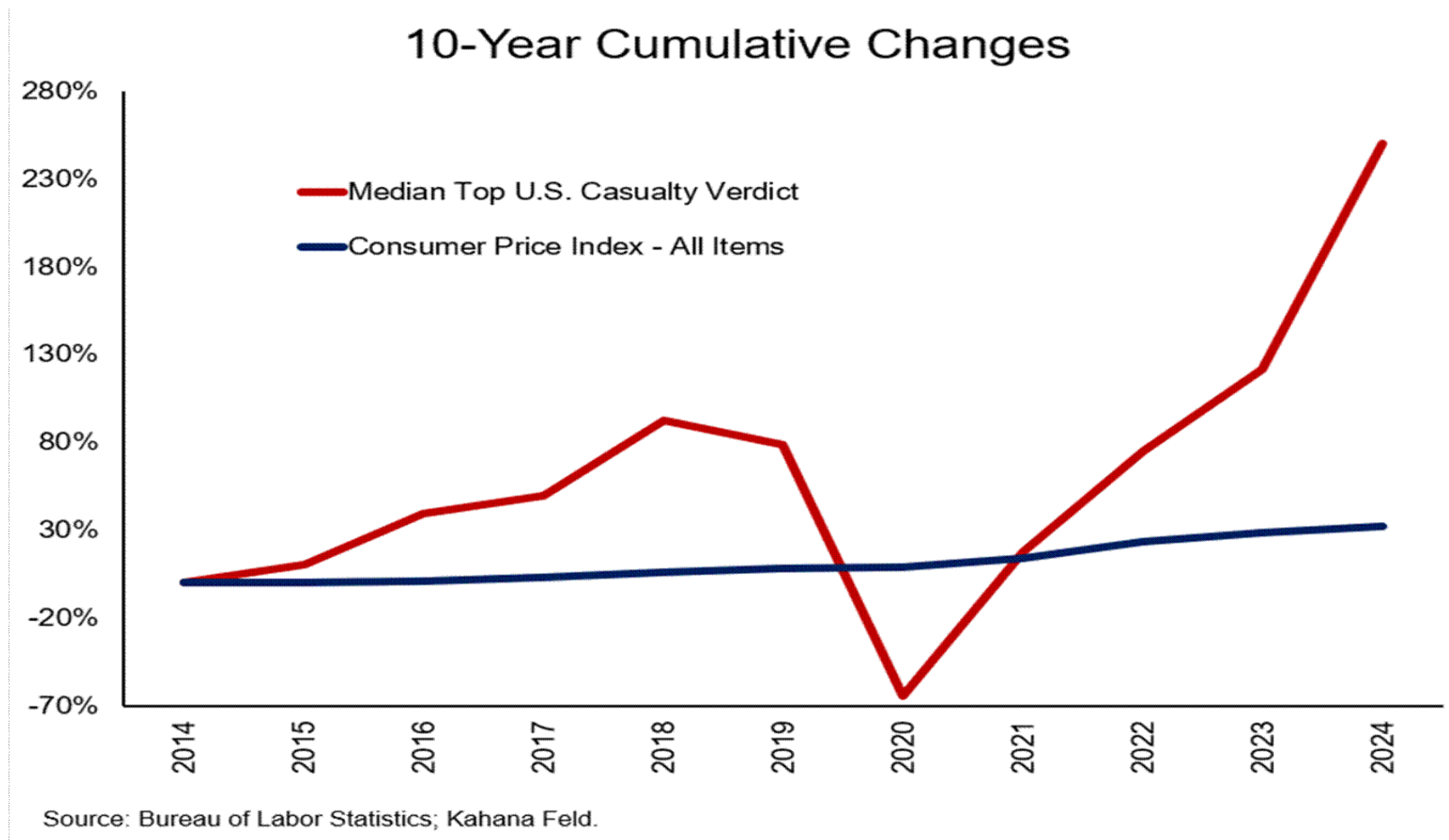
2024 median verdict for top US casualty verdicts doubled pre-Covid

Median verdict amounts for the top 50 US cases finalized each year from 2014 onwards (\$mn)



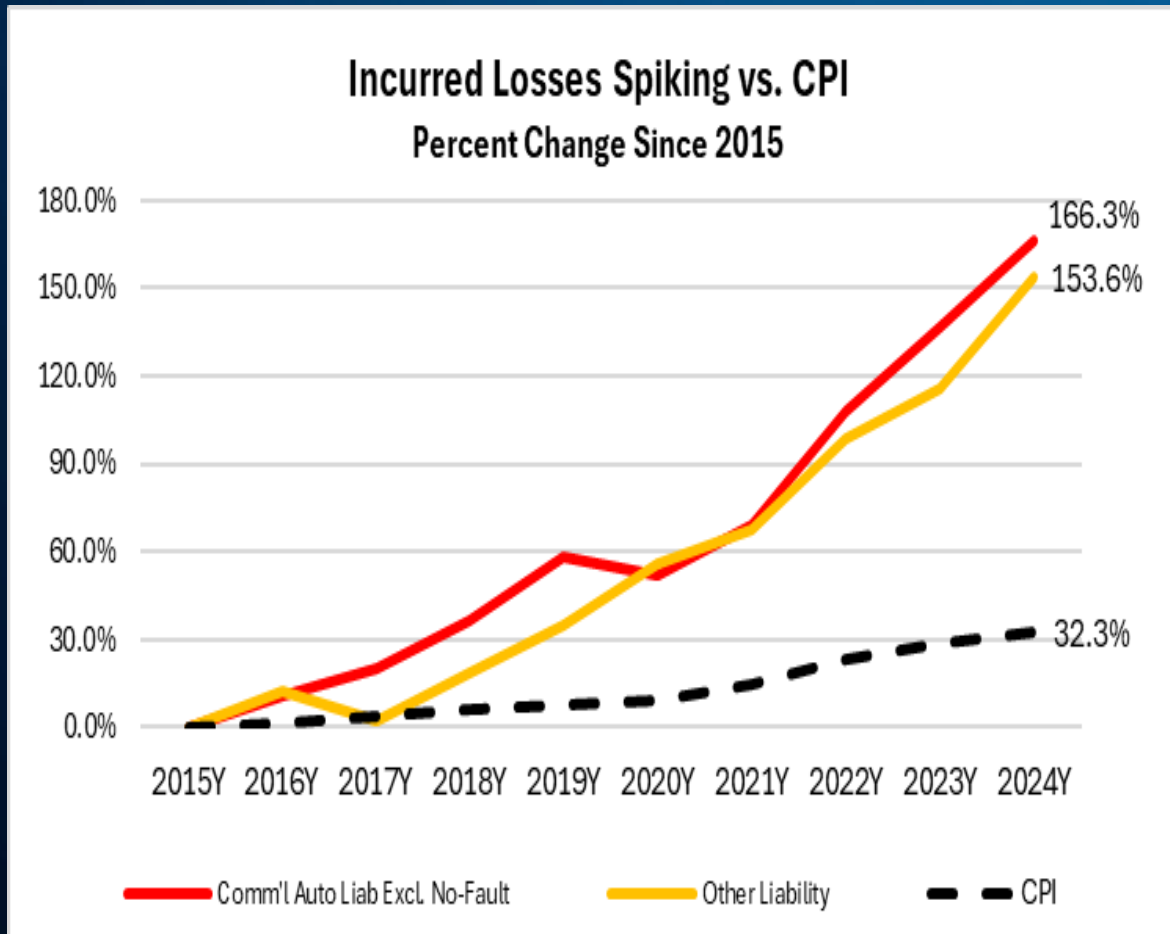


Median Top 50 Casualty Verdicts v. Consumer Price Index

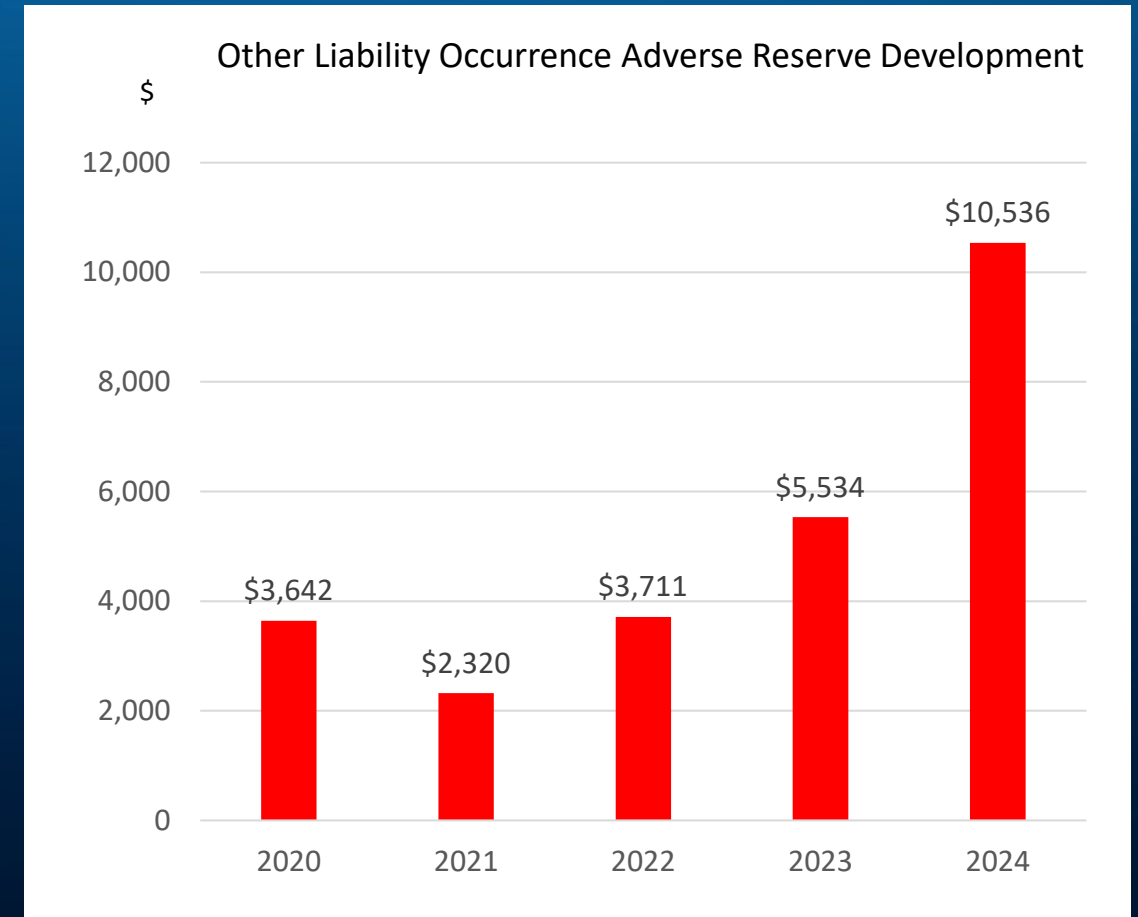




Setting the Record Straight on Insurance Losses



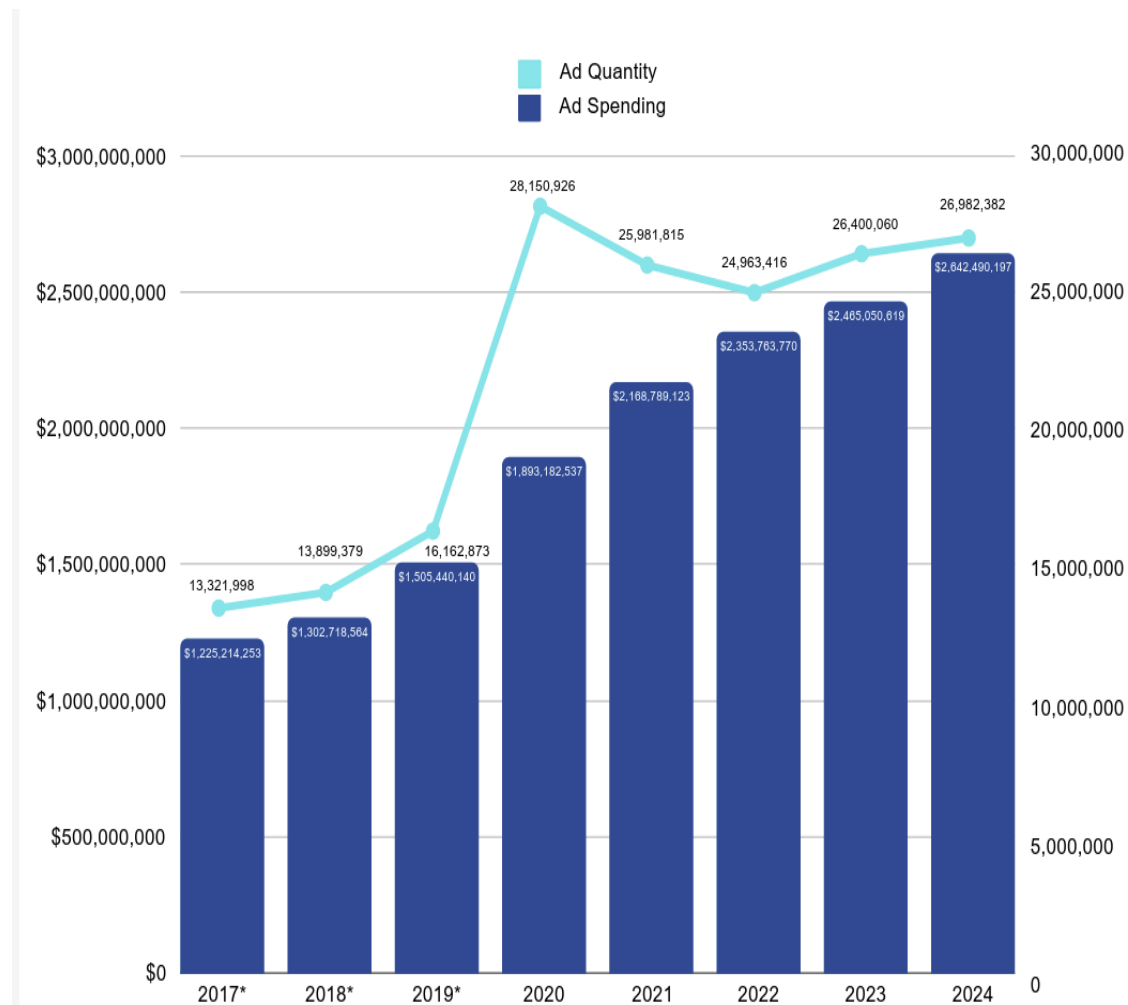
Source: APCIA via S&P Global Market Intelligence and BLS Consumer Price Index



Source: APCIA via IBNR/Dowling.



Lawyer Advertising Attacking Insurers



Billboard Attorney False Narrative:

- Insurers are your adversary.
- Trial lawyers are your ally.
- We can help you get rich.

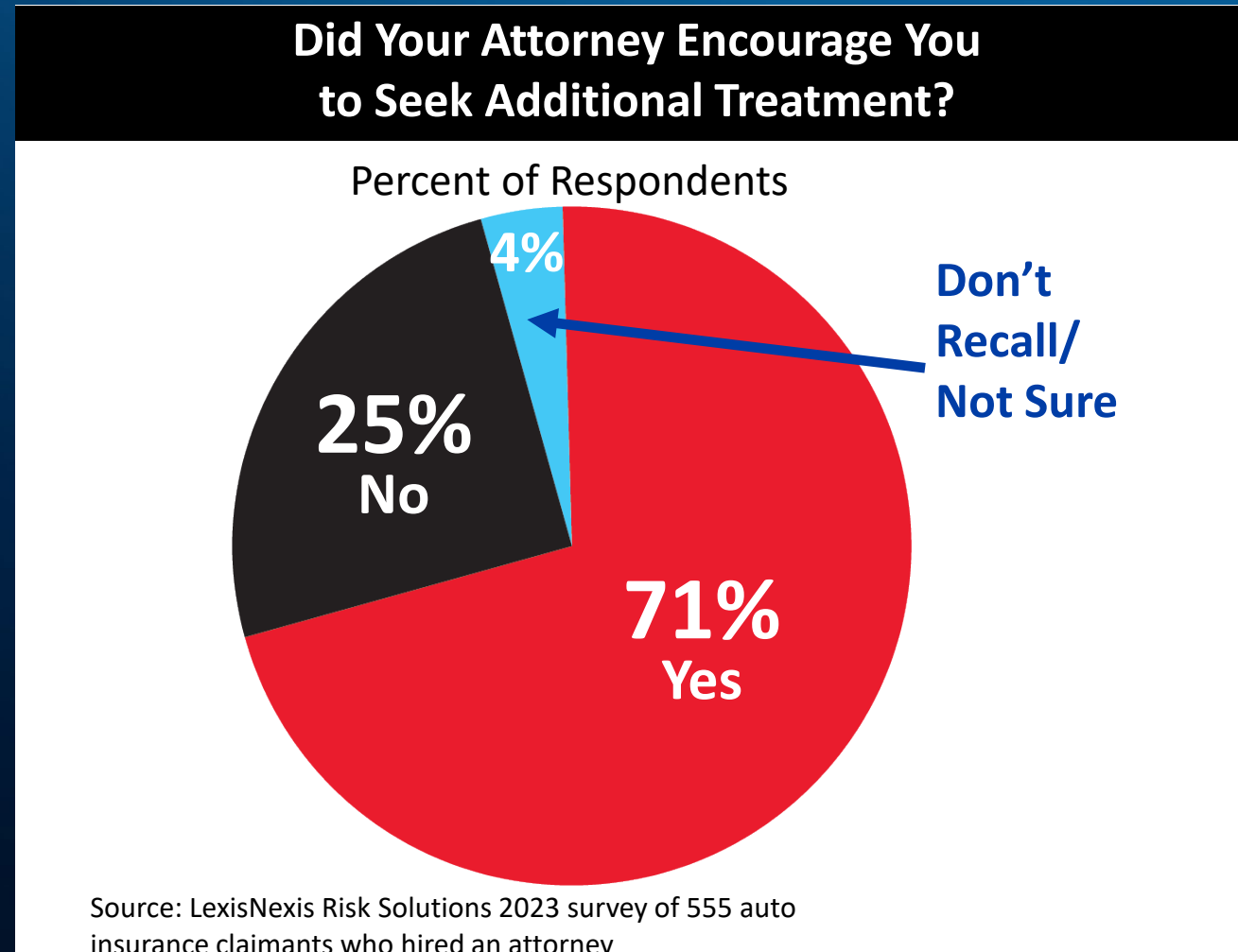
LexisNexis Survey: When Did You Decide to Hire An Attorney?

Percent of Respondents





Attorney Directed Medical Treatment is Pervasive





The Rising Tide of Insurance Fraud - By the Numbers

- Insurance fraud is a federal offense and is a specific crime in 48 states.
- **\$308.6 billion** annually is lost to insurance fraud in the U.S. each year.
- Insurance fraud costs consumers an estimated **\$900 per household per year**.
- **78% of consumers** are concerned about insurance fraud.
- **Insurance fraud increased by 14% from 2022-2023** – over 4 times the CPI inflation rate of 3.4% during this timeframe.
- **RICO suits are mounting** (e.g., filed by Uber, Tradesman, GEICO, State Farm, Union Mutual, American Transit, Allstate)



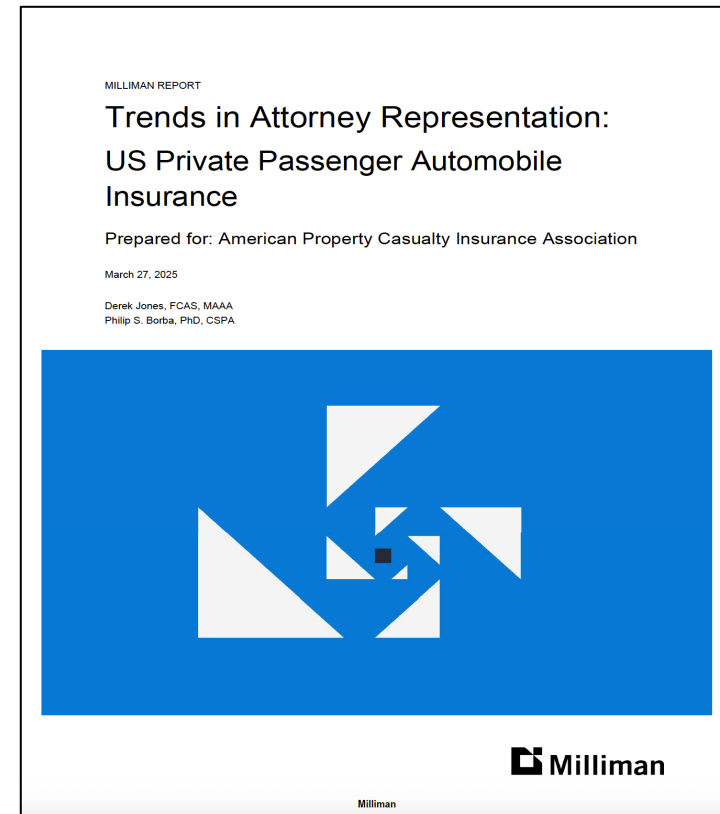
APCIA Commissioned Milliman Study- Impact of Attorney Involvement in Commercial Auto



- Average cost of claims with a plaintiff attorney was **14.3 times higher** than those without an attorney.
- Average cost to resolve a claim with an attorney **34 times higher** than to resolve a claim without an attorney.
- Average total loss and allocated loss adjustment expenses for claims with an attorney was **15.3 times** higher than claims without an attorney.
- In five years, there was a **50% increase** in claims of more than \$500,000.

APCIA Commissioned Milliman Study – Impact of Attorney Involvement in Private Passenger Auto

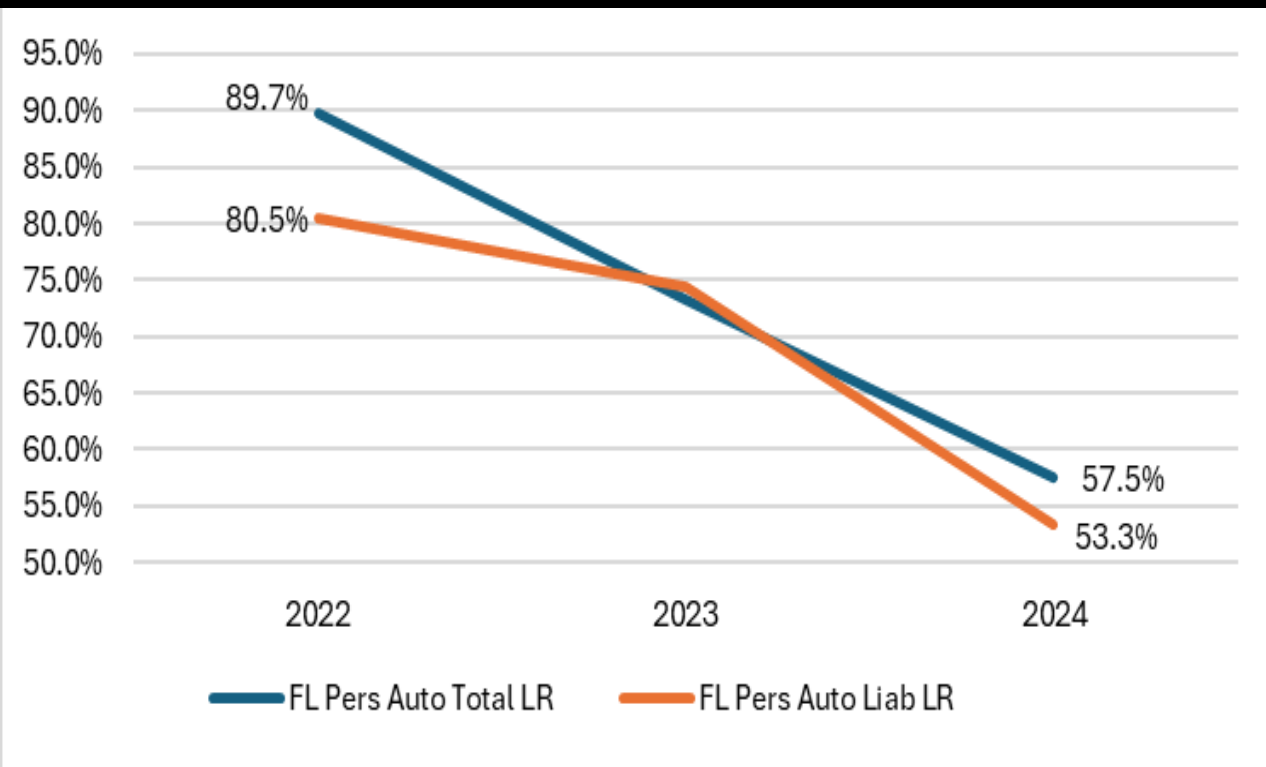
- **Attorney involvement has increased over 25%** from 2012-2022.
- Claims with attorney involvement have **loss payment over 5 times higher** than when claimants do not have attorneys
- Average **cost to resolve a claim with an attorney is 15-20 times higher** than those without an attorney
- In five years, the number of claims > than \$50,000 has doubled
- Time from claim report to claim closure is much longer when claimants have attorneys
 - **No attorney:** two-thirds of claims are closed within 90 days of report and only 2% are open after two years
 - **Claims with attorney involvement:** less than 9% are closed within 90 days of report and over 20% remain open after two years





Proving the Benefits of Reform (Florida)

Florida Personal Auto Loss Ratio Improvement



Source: APCIA via Auto Insurance Report, June 16, 2025

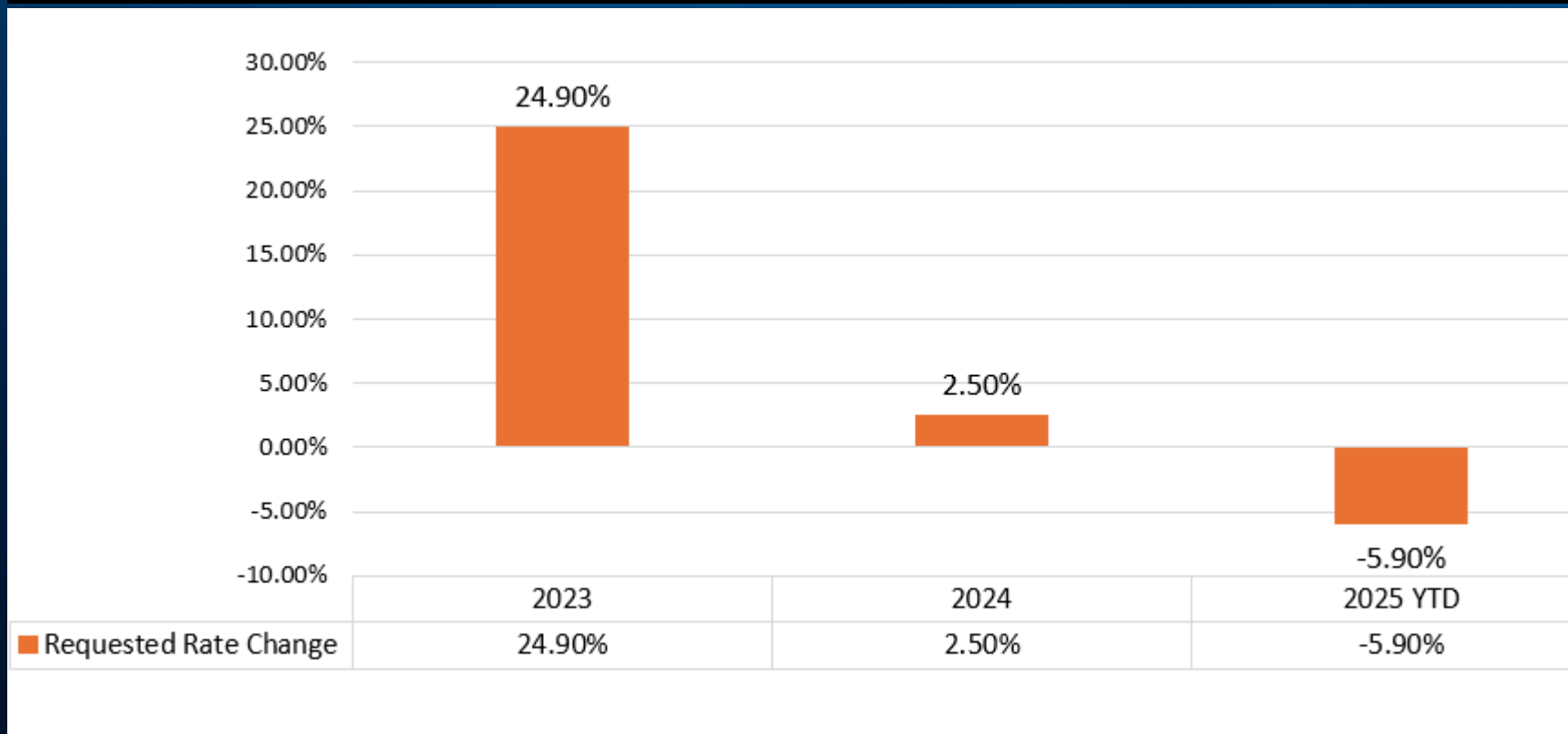
2024 FL Post-Reform Improvements

- Property litigation down nearly 30%
- Defense & cost containment expenses only 1/3rd of 2022 levels
- Auto insurers filed for rate reductions between 6% to 10.5%.
- Lowest average property rate increase in nation (1%)
- Reinsurance costs decreased
- Citizens is depopulating
- Legal filings down 36% since 2021
- Drop in nuclear verdicts national ranking



Florida's Top 5 Auto Writers Drop Rates

FL Top 5 Auto Writer Rate Change History





Tort Reform in Florida Is Working- Increased Affordability & Availability

“Critics claim reform enriches insurance companies, but Florida’s recent rate reductions and market stabilization prove these arguments are baseless.”

Paul Renner, Former Speaker of the FL House
(2022-2024), WSJ, May 2, 2025

“These improvements are largely due to historic legislative reforms championed by Governor Ron DeSantis.”

Florida OIR, July 29, 2025



NAIC Partnership

- Help consumers understand the advantages of working within the state insurance regulatory system – working with agents & carriers and addressing any conflicts through state insurance departments
- Help recognize the increasing and outsized role of legal system abuse on insurance costs and exacerbating affordability & availability pressures
- Many claims are straightforward. By starting with hiring an attorney, policyholders lose 33-40% + expenses from their settlements. State insurance departments can help navigate any issues without taking a portion of any compensation; policyholders can still contact an attorney after working through the insurance regulatory system if desiring a further appeal.