

Former Secret Service Agent Presidential Protection, The White House

# GLOBAL CUSTOMIZED PRIVATE SECURITY & INVESTIGATIVE SOLUTIONS

(888) 831-0809 info@Lasorsa.com www.Lasorsa.com



# **INVESTIGATIVE SERVICES**

#### Results You Can Count On

LaSorsa & Associates provides you the results other investigative agencies cannot offer. Whether it's our cutting edge technology, highly experienced and professional investigators, or our extreme quality control measures, it all boils down to results. Our investigative results simply blow the competition away.

#### **Investigative Services:**

- Surveillance
- AOE/COE
- Statements
- Facility canvasses (hospital, pharmacy, clinic)
- Activity checks
- Scene canvasses
- Accident reconstruction

- Pre-surveillance investigations
- Internet research
- Social media research
- Employment checks
- Background reports
- Due diligence reports
- Litigation Support & Intelligence
- Asset Searches



- Industry leading 80% surveillance hit ratio
- We lose fewer claimants, burn less cases, and correctly identify and locate more claimants than our competition
- Our investigators average 8 years of experience
- Emphasis on cutting-edge technology
- Continuing education requirements for all staff
- Review of every investigative report



# SURVEILLANCE

#### **Results You Can Count On**

Nothing in the anti-fraud arsenal can combat a potential fraudulent claim like surveillance. Effective surveillance can help mitigate the exposure on even the toughest claims, and this is where LaSorsa & Associates stands above the rest.

Combine a verifiable 80% + video hit percentage with high definition cameras, the industry's best investigators and the results will earn your trust and keep your business.

#### Included with all 24hr+ surveillance cases, Social Media Investigation includes:

- Background check
- Criminal check
- Social networking investigation

### What Sets Us Apart?

Our Preliminary Investigations Team conducts a pre-investigative work-up of a file. Before surveillance is conducted this information is provided to the investigator to fully equip our field team with the knowledge needed to conduct an effective and successful surveillance assignment.





# STATEMENTS

#### **Experience Like No Other**

A professionally conducted statement can be a priceless tool in determining the compensability and subrogation potential of a claim. Our highly experienced investigators have conducted thousands of interviews related to all lines of insurance claims. They are expertly trained in verbal and non-verbal communication and ask the important follow up questions that provide our clients with all of the important facts.

- Fully dedicated investigators whose sole function is to conduct statements
- Unlike other companies, we understand that there is a clear difference in skill sets between surveillance and statement investigators and that a "one size fits all" approach is not the most effective method for statements
- Stringent continuing education requirements for investigators





# **MEDICAL CANVASS**

#### Why Conduct a Medical Canvass?

A properly conducted medical canvass is an invaluable and cost effective tool in determining past medical history and pre-existing conditions. We offer a fast, accurate, and cost-effective way to help ensure a claim is evaluated properly. Unlike other medical canvass companies, we offer a comprehensive search that can be tailored to each subject.

#### **Medical Facilities:**

### **Optional Facilities:**

- Hospitals
- Diagnostic
- Pharmacies
- Walk-in Clinics
- Imaging
- Orthopedic
- Labs
- Gyms

- 90% + hit ratio
- More information, such as prescription types, treatment plans, and future appointments



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# **SUBROGATION SERVICES**

### A Proactive Approach

Subrogation recovery starts the moment a claim occurs when an adverse party has impacted the outcome of an insurance claim. We work closely with our insured, employer, injured worker and claims staff to ensure we have all relevant information for a potential recovery. After gathering all pertinent information, the at fault party or parties are identified and placed on notice.

Subrogation is a part of our service model and plays an active role by working simultaneously with Claims, Loss Control, SIU and Fraud. Subrogation better focuses all departments by identifying possible recoveries at the onset of a claim.

#### **Subrogation Services:**

- We review every incoming claim for subrogation potential
- Integrated evaluation and direction between SIU and Claims
- Lien letters are sent on all subrogation claims
- Pursuit of all open and closed claims
- Aggressive pursuit of all avenues of subrogation to ensure maximum results



- Front line communication with our Claims Department to begin review, determination, and pursuit of recoveries
- Swiftness of interaction between subrogation, claims, loss control, and SIU
- Proactive subrogation protocols
- High risk catastrophic claim triage protocols resulting in a higher recovery
- Experienced claims professionals with multi-jurisdictional knowledge



# **BACKGROUND CHECKS**

### A Wholistic Approach

We offer all types of background checks, including criminal background checks, to businesses and individuals. With a combination of at-the-source record searches and the industry's most comprehensive criminal conviction and personal information databases including county court records, state repositories, departments of corrections, administrative office of courts, state sex and violent offender registries, government exclusion and terrorist watch lists, and more. You can be confident that the information you receive is comprehensive, accurate and timely.

#### **Background Reports include:**

- Name, Birth Date, SSN verification, Current Address & Address History
- Driver's License Info, Phone Numbers & Email Addresses
- Criminal History, Accidents & Traffic Crimes
- Civil Court Records, Bankruptcies, Liens & Judgments
- Properties Owned/Rented, Evictions, Foreclosures & Assessments
- UCC Filings, Professional Affiliations & Licenses
- Relatives & Associates Contact Information



- 500 million criminal records from over 1,000 sources
- Confident, accurate and timely.
- Cost Effective & Comprehensive
- Multi-Jurisdictional and Nationwide



# **DUE DILIGENCE**

### **Corporate Intelligence**

A due diligence investigation can uncover details of a company's management, finances, performance, mission, history, suppliers, clients, industry and many other details that may affect how a company does business and ensures that liabilities are not hidden. We can conduct forensic accounting investigations, background checks, surveillance, mystery shopping, asset searches, and other business investigation methods to find out what is happening at a location to give you the most complete picture of the company. We can also review public records and speak with clients or customers to uncover the legitimacy and potential of a company.

#### Due Diligence Reports include:

- Corporate registry & filing records
- Criminal records queries
- Civil court record queries
- Intellectual property, assets and facilities
- Individual profiles on corporate officers
- Liabilities and equity
- Media searches

- Attention to detail on what matters.
- Experienced investigators.
- Return on investment.
- International capabilties.





# **LOSS CONTROL SERVICES**

#### **Rapid Response**

Our Loss Control Department offers a wide variety of loss protection and specialized safety programs to our clients. Our proactive approach helps to improve insurance loss ratios while providing the latest information to enhance existing work place safety programs. Specific workplace exposures are addressed one by one with safety, claims management, medical management, fraud prevention, fraud mitigation, and subrogation.

Loss Control plays a vital role in the service model. We fully integrate the post-accident scene after an accident occurs. We work hand in hand with SIU to provide loss control expertise while a claim is being investigated. This formula has been proven to impact the effectiveness of investigations and loss control.

#### **Loss Control Services:**

- On site hazard assessment to determine incident-producing exposures with practical recommendations to improve workplace safety
- Loss analysis to highlight trends and set service priorities
- Onsite safety training
- Establish a loss control service plan, as well as review and evaluate current safety plans, to prioritize and address loss producing procedures



- 24/7, "boots-on-the-ground" response to catastrophic accidents
- Customized service plans tailored to our clients
- Dedicated, talented experts throughout the country



**TECHNICAL SURVEILLANCE** 

### Confidential, Professional and Dependable

LASORSA

& ASSOCIATES

In today's world despite the laws designed to protect from this type of invasion, almost anyone can easily and cheaply acquire surveillance devices or bugs that can be used to invade your privacy and intercept valuable information. Our dependable, discreet and highly professional Technical Surveillance Countermeasures (TSCM) or bug sweeps can help individuals and businesses protect their privacy and confidential information.



Given the complexity of today's threats, it is essential to use highly trained, qualified technicians. We utilize state-of-the-art devices to perform frequency spectrum analysis and other technical searches. These search techniques cover the entire usable frequency spectrum and can even find bugs that are inactive or turned off. In addition, the area will be physically inspected thoroughly to detect covert devices. Our technicians are some of the most highly trained specialists in the world, most with former federal agency training and experience.





# **INVESTIGATOR NETWORK**

#### California

LASORSA

& ASSOCIATES

Aguanga Anaheim **Beverly Hills Castro Vallev** Covina Fresno Healdsberg Lakewood Long Beach Los Angeles Metro Modesto Moraga Murrieta Newark Northridge Oakland Palmdale Roseville Sacramento San Diego San Francisco Selma Valencia West Sacramento Westminster

#### Ohio

Bellefontaine Cincinnati Cleveland Pataskala

#### Italy

Rome Milan Venice Florence Naples Palermo

#### Delaware Dover Wilmington

Florida Cape Coral Clearwater **Cutler Bay** Davie Deltona Davtona Fort Lauderdale Jacksonville Lake Mary Lake Worth Merritt Island Miami Middleburg Ocala **Orange Park** Orlando Metro Palm Coast Plantation Port Charlotte Port Richey Sanderson Sanford Satellite Beach Seminole St. Petersburg Tampa Weston

Georgia Adel Atlanta Metro Macon Metro Savannah Sugar Hill Valdosta Vidalia Villa Rica

> Illinois Chicago

Indiana Indianapolis Michigan City

Kansas Lawrence

Michigan Detroit Metro Ypsilanti

#### Missouri St. Louis Joplin Liberty O'Fallon Troy

#### **Caribbean & Bahamas**

Anguilla Antigua Aruba Bahamas Barbados Bermuda British Virgin Islands Caribbean Islands Cayman Islands Costa Rica Dominica Dominican Republic El Salvador Europe Guatemala Honduras Jamaica Antilles Nevis Nicaragua Panama Puerto Rico St. Croix St. John St. Kitts St. Lucia St. Thomas St. Vincent Trinidad & Tobago Turks & Caicos U.S. Virgin Islands Venezuela Veracruz

#### **New Jersey**

Hainesport Jersey City Metro New Milford Newark Metro Pitman Trenton Metro

#### New York

Baldwin Bronx East Northport Endwell Jericho Manhattan Metro New York Metro Phillipsport Van Etten West Islip

#### North Carolina Charlotte

Raleigh/Durham Jacksonville Asheville Boone Outter Banks Greensboro Highpoint

Utah Salt Lake City

#### Pennsylvania

Aston Erie Exton Glendale Jefferson Township Mechanicsburg Philadelphia Metro Pittsburg Reading

#### Tennessee

Nashville Metro Sevierville

#### Texas

Austin Metro Bedford Dayton Dallas Metro Denton Forreston Houston Marion McKinney Mercedes Murchison San Antonio

# Connecticut

Hartford Milford

#### Europe

Belgium Denmark Germany France Spain Switzerland Sweden

Updated: 8/15/15

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Nationwide Coverage. International Capabilities.



# LASORSA & Associates

# PREFERRED VENDOR FEE SCHEDULE

Surveillance:	\$595 / day*		
NY & CA:	\$695 / day*		
Two Investigators:	\$995 / day*		
Two Investigators - NY & CA:	\$1095 / day*		
Comprehensive Background Check & Social Media Investigation:	\$350 *Included with surveillance		
Activity Check:	\$395.00 / location		
AOE/COE/Statements	\$75 / hour		
Background/Criminal Check:	\$250		
Local Medical Canvass:	\$350 - Additional Medical Canvass (Same Subject) \$300		
Social Media Investigation:	\$100		
Incarceration Check:	\$75 / hour		
SSN/Verification Service	\$25 / SSN Match: additional investigation \$75 / hour		
LE Assist:	\$75 / hour		
Alive & Well Check	\$75 / hour		
Dependency Check:	\$75 / hour		
Legal Searches & Investigative Support:	\$75 / hour		
Copy Service for Legal: (claims defense litigation)	\$75 / hour (plus .50 per copy page)		
DVD Copy:	\$25 / copy		
Subrogation Case Development:	\$75 / hour		

\*Per 8 Hour Day

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## **CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)

I

CERTIFICATE OF LIA	DILITTINJUK	ANCE	6/26/2015					
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED								
REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.								
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).								
PRODUCER	CONTACT Jennifer L	eroy						
El Dorado Insurance Agency, Inc.	PHONE (A/C, No, Ext): (713)521		:(713)521-0125					
El Dorado Sec Srvs Ins Agy	E-MAIL ADDRESS. jleroy@eld	oradoinsurance.com						
PO Box 66571		(S) AFFORDING COVERAGE	NAIC #					
Houston TX 77266								
INSURED								
LaSorsa & Associates LLC	INSURER C :							
322 Silver Creek Landing	INSURER D :							
	INSURER E :							
Swansboro NC 28584	INSURER F :							
COVERAGES CERTIFICATE NUMBER:Certificat		REVISION NUMBER:						
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAV INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORD EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE	OF ANY CONTRACT OR ( ED BY THE POLICIES DE	OTHER DOCUMENT WITH RESPE SCRIBED HEREIN IS SUBJECT T	ECT TO WHICH THIS					
INSR LTR TYPE OF INSURANCE ADDL SUBR INSD WVD POLICY NUMBER	POLICY EFF POL (MM/DD/YYYY) (MM/D	ICY EXP DD/YYYY)	TS					
X COMMERCIAL GENERAL LIABILITY		EACH OCCURRENCE	\$ 1,000,000					
A CLAIMS-MADE X OCCUR		DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000					
X Errors & Omissions 5200-1232-01	7/16/2015 7/10	6/2016 MED EXP (Any one person)	\$ 10,000					
		PERSONAL & ADV INJURY	\$ 1,000,000					
GEN'L AGGREGATE LIMIT APPLIES PER:		GENERAL AGGREGATE	\$ 3,000,000					
X POLICY PRO- JECT LOC		PRODUCTS - COMP/OP AGG						
OTHER:		COMBINED SINGLE LIMIT	\$					
		(Ea accident)	\$					
ANY AUTO ALL OWNED SCHEDULED		BODILY INJURY (Per person)	\$					
AUTOS AUTOS NON-OWNED		BODILY INJURY (Per accident) PROPERTY DAMAGE	) \$ \$					
HIRED AUTOS AUTOS		(Per accident)	\$					
UMBRELLA LIAB OCCUR			\$					
EXCESS LIAB CLAIMS-MADE		EACH OCCURRENCE AGGREGATE	\$					
DED RETENTION \$			\$					
WORKERS COMPENSATION		PER OTH- STATUTE ER						
AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE		E.L. EACH ACCIDENT	\$					
OFFICER/MEMBER EXCLUDED?		E.L. DISEASE - EA EMPLOYE	E \$					
If yes, describe under DESCRIPTION OF OPERATIONS below		E.L. DISEASE - POLICY LIMIT	\$					
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedu	lle, may be attached if more space	ce is required)						
N gency								
CERTIFICATE HOLDER	CANCELLATION							
CERTIFICATE HOLDER       Agency         EIDorado Insurance Agency       Should any of the above described policies be cancelled before the expiration date thereof, notice will be delivered in accordance with the policy provisions.         Authorized Representative       Authorized Representative         R.L. Ring, Jr./JL03       Authorized Representative								
AUTHORIZED REPRESENTATIVE								
El Dorado II								
	R.L. Ring, Jr./JI	сvэ сvэ	•					

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ge 2.	2 Business name/disregarded entity name, if different from above				
Print or type Specific Instructions on page	<ul> <li>3 Check appropriate box for federal tax classification; check only one of the following seven boxes:         <ul> <li>Individual/sole proprietor or</li> <li>C Corporation</li> <li>S Corporation</li> <li>Partnership single-member LLC</li> <li>Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnersh</li> <li>Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the tax classification of the single-member owner.</li> </ul> </li> </ul>	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) Exemption from FATCA reporting code (if any)			
2.7	Other (see instructions) ►		(Applies to accounts maintained outside the U.S.)		
See <b>Specif</b> i	5 Address (number, street, and apt. or suite no.)       Re         6 City, state, and ZIP code       7 List account number(s) here (optional)		and address (optional)		
Par	t I Taxpayer Identification Number (TIN)				
Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a</i>			curity number		
<i>TIN</i> on page 3.					
<b>Note.</b> If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.		for Employer	Employer identification number		

#### Part II Certification

Under penalties of perjury, I certify that:

- 1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- 3. I am a U.S. citizen or other U.S. person (defined below); and

4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

#### General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at *www.irs.gov/fw9*.

#### Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
  Form 1099-K (merchant card and third party network transactions)

#### Date ► 4/13/15

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),

2. Certify that you are not subject to backup withholding, or

3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and

4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.