

March 11, 2020

Dear Mr. Pollack,

Thank you for your note regarding our fees.

I appreciate that Chiropractic offices you have worked with are willing to reduce their fees in order to work with you, however Dr. Studin is a Trauma Qualified provider and is continually taking classes so that he stays on the cutting edge continually allowing you to prevail at a higher level. In addition, Dr. Knapp is Colossus trained and understands the documentation that is required so that he can provide the attorney with what is necessary in order to receive a fair and equitable settlement. Also, his credentials allow him to pass any Voir Dire hearing, and in the end you would be able to use him unlike most, if not all other chiropractic providers in the region.

Please also understand that our overhead is approximately 50% prior to taxes. Therefore, to agree in advance to treating a patient and then "discount our fees" is not possible. The attorneys that we work with chose to work with our office for the knowledge, expertise and documentation that we provide. By working together for our patients/clients they are best served, and then both the lawyer and doctor get compensated appropriately, or equally share the burden of compromise with the patient/client as we both have unique expenses.

Should there be a settlement that doesn't cover my full fee, our policy is to never take more than 1/3 of the total settlement including UM/UIM and 3rd party recovery. We require copy of both a disbursement sheet and copies of checks as verification to have a transparent relationship. Our documentation gives us irrevocable permission to receive that level of information, thereby relieving you of any potential ethical issues.

Lastly, the settlements you have presented to us is significantly below that of other attorneys that we work with. In the event that you are not using the documentation, impairment ratings, future medical or unsure of the medical language presented please reach out to Dr. Studin as he will be happy to assist you and provide you with a better understanding, based upon his training so you can receive settlements offers that are fair and equitable.