

## Insurance Recovery & Counseling

Greenspoon Marder's national Insurance Recovery and Counseling Practice Group represents policyholders in all types of insurance matters. We offer a practical, real-world approach to both assessing and addressing your insurance needs and, securing insurance recovery in connection with both first and third-party insurance policies. Greenspoon Marder lawyers are strong advocates for policyholders in cases involving nearly every type of insurance coverage for both corporate and individual clients all over the country. We have successfully secured hundreds of millions of dollars in defense costs, settlement, and indemnity payments on behalf of our clients. Our goal is to maximize your insurance payout as efficiently and expeditiously as possible.

We can assist with all aspects of the insurance process, from procuring policies and coverages through final resolution of any claims that might arise. This includes providing you with the following services, among many others:

- Reviewing your current insurance policies
- Helping to negotiate the wording of policy provisions and terms
- Crafting specialized endorsements focused on your particular business or situation
- Advising on the claim process and assisting with the presentation of a claim
- Responding to requests for information or examinations under oath
- Challenging any denial of coverage
- Responding to reservation of rights letters and analyzing potential conflicts of interest
- Negotiating interim or partial payments
- Ensuring that any statutory and policy deadlines and obligations are met
- Advocating for coverage
- When necessary, mediating, arbitrating, or litigating your claim to completion

Our Insurance Recovery & Counseling team also provide guidance on business issues, such as risk management strategies, the interplay between insurance and contractual and statutory indemnification issues, reviewing the insurance language included in your standard contract documents to maximize your coverage and protection, identifying emerging insurance trends, and providing practical advice and solutions for your insurance needs.

### Representative Experience

- Secured over \$120 million in defense and indemnity payments from an insurer on behalf of a Fortune 500 client in a *Qui Tam* action involving over a dozen written court opinions.
- Secured tens of millions of dollars in payouts on behalf of MLB, NBA, NFL and NHL players under permanent disability, loss-of-value, temporary total disability, and critical injury insurance policies and coverages.
- Successfully sued parent insurance company for bad faith and breach of fiduciary duties in connection with the sale of a life insurance subsidiary to buyer known for denying claims.
- Counseled professional sports teams and leagues in connection with their COVID-19 business interruption insurance claims and cases.
- Secured six-figure disability insurance payouts and significant health care coverage payouts for actors and musicians under individual disability policies and the SAG/AFTRA Health Plan.
- Crafted cost-of-insurance nationwide class action complaint involving hundreds of thousands of potential class plaintiffs arising out of employer provided universal life policies.
- Represented motion picture and television companies in connection with COVID-19 business interruption claims as well as claims triggering coverage under Entertainment Insurance programs, Production policies, Producer and Entertainment policies, workers'

compensation and contingent workers' compensation insurance policies, general liability policies, employer's liability coverages, directors and officers coverages, and excess/umbrella coverages.

- Secured \$20 million in insurance coverage from Environmental, D&O, P&C and Business Interruption insurers, in a case involving criminal indictments and proceedings.
- Involved with first-party natural disaster and catastrophic insurance claims and coverages, including representing individual homeowners impacted by California's annual wild fires.
- Counseled college and professional athletes concerning the availability of insurance coverage for endorsement deals with pay for play provisions.
- Represented health care providers in securing defense and indemnity recoveries from insurance companies and joint powers authorities.

## **Lead Attorney**

- Richard Giller

## **Related Areas**

- Litigation
- Entertainment & Sports
- Construction
- Land Use & Zoning
- Immigration & Naturalization

## **News**

- Greenspoon Marder Partner Richard Giller to Be Presented with 2023 Distinguished Service Award by the Holy Cross Lawyers Association
- Greenspoon Marder Insurance Recovery & Counseling Partner Richard Giller Selected Among Law360's 2023 Insurance Authority Specialty Lines Editorial Board
- Insurance Recovery Post-Hurricane Tips
- Greenspoon Marder Partner Richard Giller Named to The American Lawyer's 2022 West Trailblazers List
- Greenspoon Marder Launches Insurance Recovery and Counseling Practice Group Led By New Partner Richard Giller in Los Angeles

## **Videos**

- Urgent Update on New Mexico Insurance Regulation

## **Publications**

- "Calif. College Athlete Revenue Bill Advances Amid Concerns" Published in Law360
- "The Impact of Monetizing NIL on the Transfer Portal" Published in the Lead1 Association's NIL Institutional Report
- More States are Allowing High School Athletes to Monetize their NIL
- "Athlete Disability Insurance Claims and Sports Insurance Issues" Published on the Better Half Podcast
- "Nearly Half of the Country Allows NIL Deals at the High School Level – Why it Should Matter to Colleges and Universities" Published in the Lead1 Association's NIL Institutional Report
- "Sports Insurance Issues" Featured on Sports Law Expert
- "Assessing the Insurance Coverage Issues in the Concussion Lawsuits Filed Against the NCAA" Published in the Lead1 Association's NIL Institutional Report
- "As Crypto, NFT Insurance Heats Up, Education is Key" Published in Law360 Insurance Authority Specialty Lines
- "The Need For Student Athletes to Insure Their Current And Future Earnings" Published in the Lead1 Association's NIL Institutional Report

- "Sports Lawyer Richard Giller Recognized with Honor for Creating Successful Niche Practice" Published in Sports Law Expert
- "Loss of Value Policies and the Fight to Get You Paid" Featured on Under the Lights Podcast
- "How One Player's NFL Draft Could Alter the College Football Playoff System" Published in Sportico
- "NCAA Sets Aside \$175 Million to Help Insure Men's Basketball Tournament, Avoid Potential Shortfall" Published in CBS Sports
- "NFT Thefts Leave Experts Wondering How to Insure the Asset" Published in Law360
- "Richard Giller Brings Expertise in Insurance Recovery on Behalf of Sports Clients to Greenspoon Marder" Published in Sports Litigation Alert
- "Why College Athletes' Decision to Opt-Out of Play-Offs Games Should be Respected" Published in Law In Sport
- "Insurance Legislation and Regulation to Watch in 2022" Published in Law360
- "Richard Giller On New Greenspoon Insurance Recovery Group" Published in Law360 Pulse
- "Greenspoon Marder Starts New Insurance Team" Published in Reuters

## **Meet the Team**

- Richard Giller
- Madison Marder
- Julie M. Moeller
- John H. Pelzer
- James Valvano